

Compete Like a Giant



Mike Benshoof
President



Session Learning Outcomes

- Discover best practices implemented by larger builders' that you, too, can emulate.
- Learn the three areas of your business you must focus on with laser precision.
- Understand what truly sets a business apart from its larger competitor.





What we'll cover

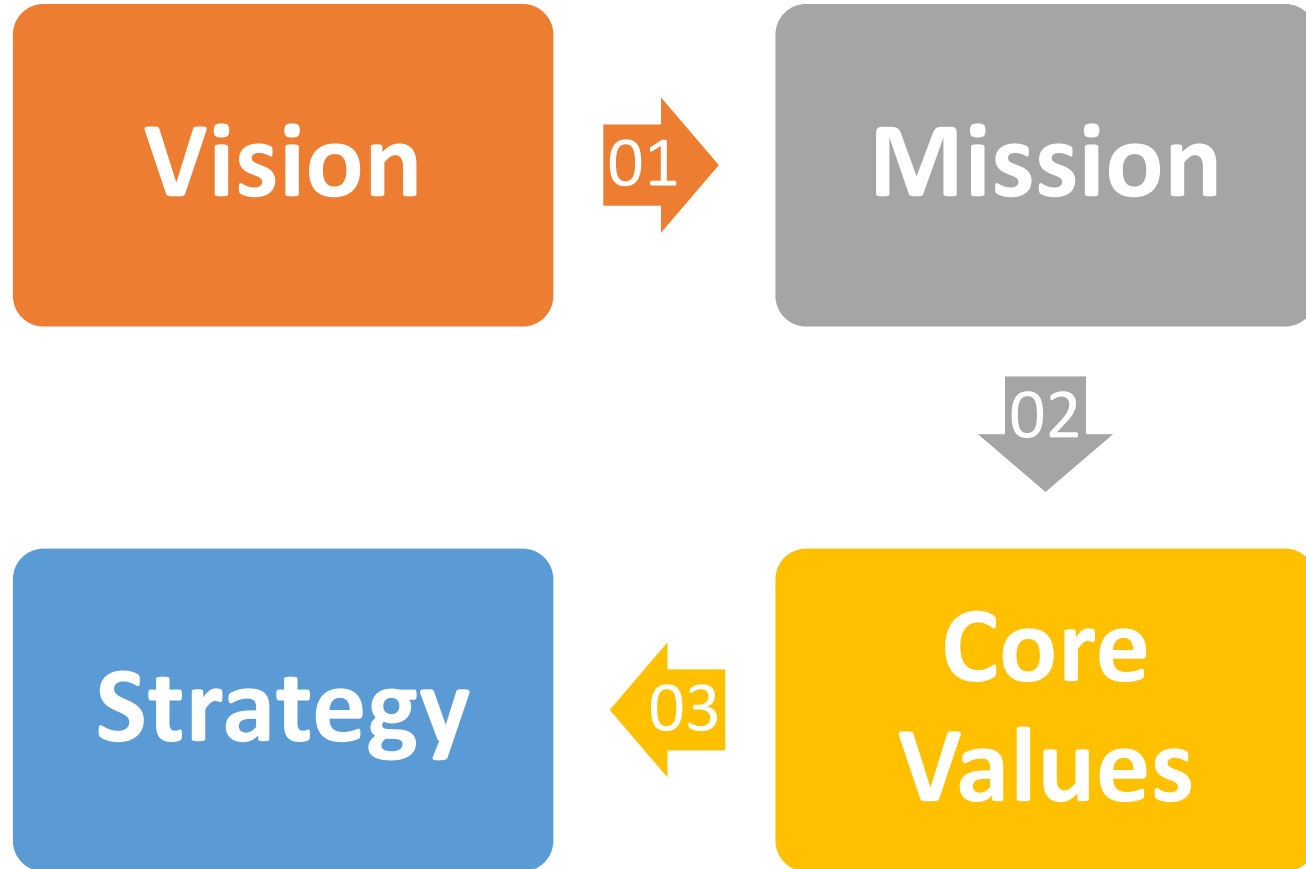
Leadership

"if you don't
know where you
want to go,
then it doesn't
matter which

path you
take."

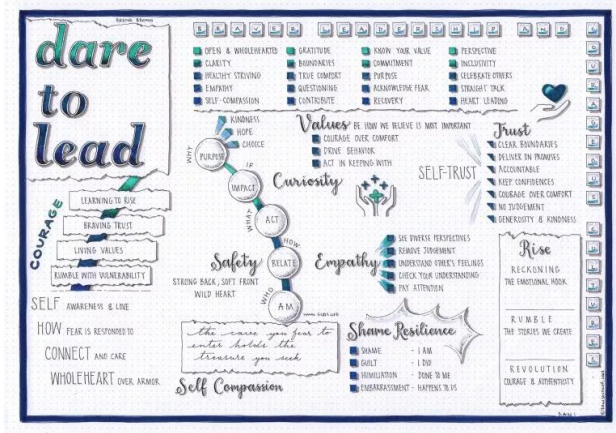


alice in wonderland



Leadership





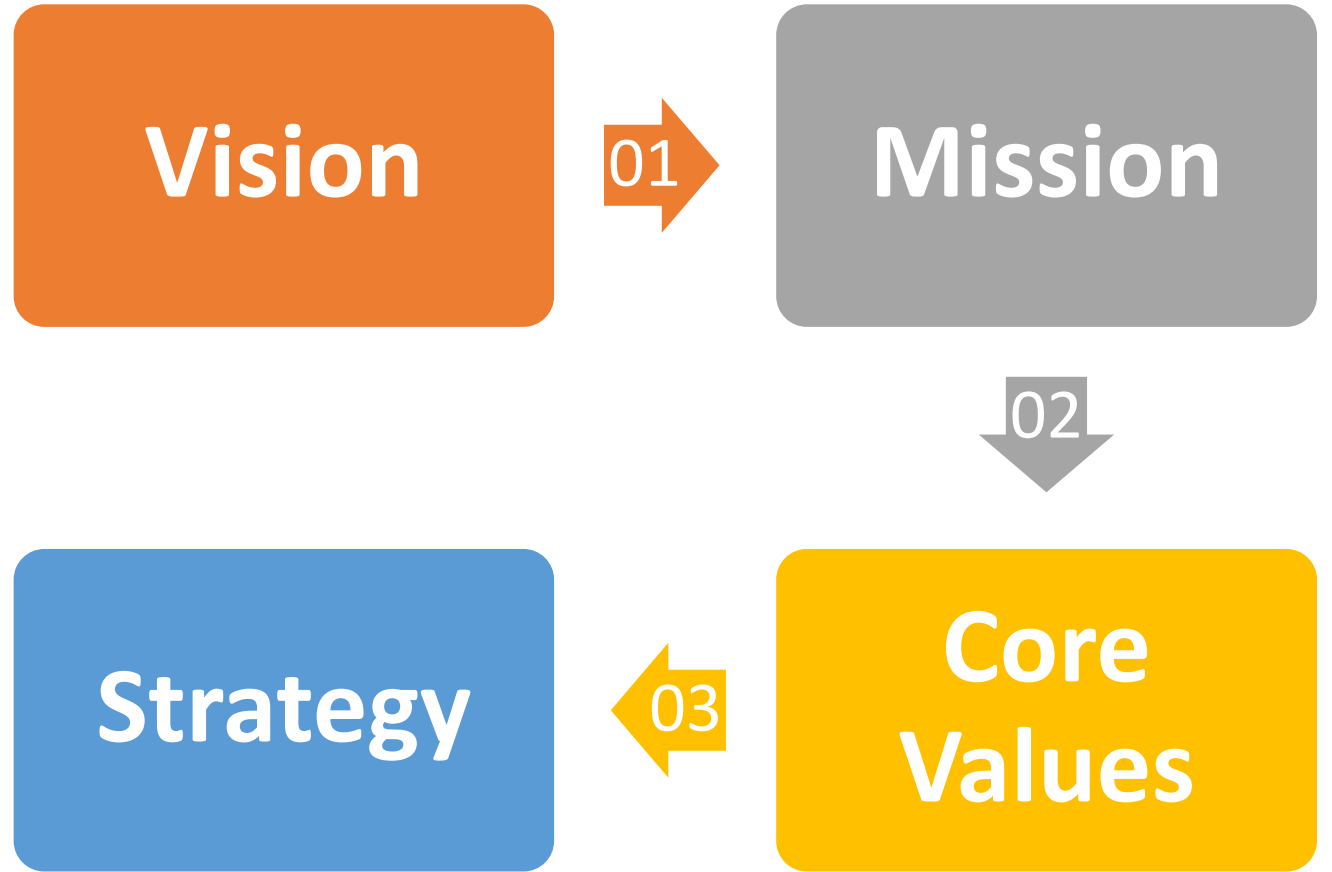
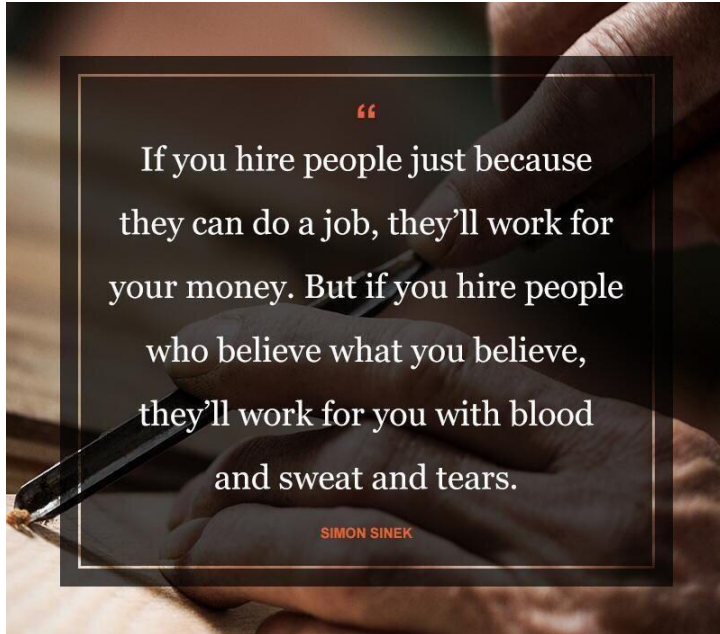
“Good leaders ask great questions that inspire others to dream more, think more, learn more, do more, and become more.”

#QuestionsBook

-JOHN C. MAXWELL
GOOD LEADERS ASK GREAT QUESTIONS

Leadership Foundation

People





What we'll cover

Scale

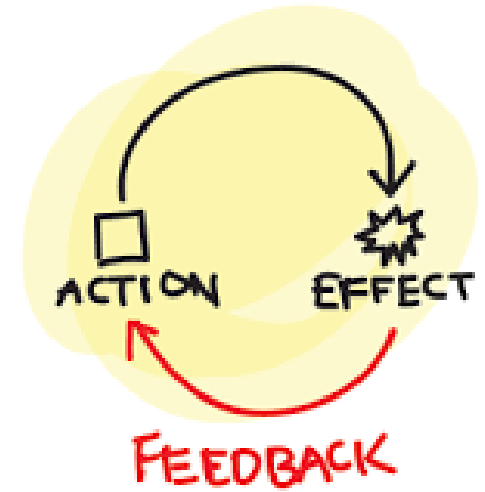


01

Can your business function with an expanding workload and/or when you're not around?

02

Does your business model heal itself via built in process improvements?



What is a system?

Find your
rhythm

Slot schedule

Two minute report

Monthly B vs A*

Slot
schedule

Home Builder Constraints

- Staff
- Trades
- Processes
- Cash

Two minute report

Monitoring System

- Budget vs actual
- Sales, Starts, Closings
- Warranty
- Customer satisfaction



What we'll cover

Financial management

- P&L
- Balance Sheet
- Cash
- Variances

P&L Strategy

- Budget vs Actual
- Job Cost Review
- Revenue per M.E.
- Net Profit

Balance Sheet

- Debt Schedule
- Quick Acid Ratio
- Current Ratio
- Return on Assets

7 levers of cash flow

- Price
- Volume
- COGS
- Operating Expenses
- Accounts Receivable
- Inventory (WIP)
- AP

Our Bumper Lanes



Speaker Contact Information

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