

EDUCATION SESSION EVALUATION REPORT – IBS 2024

How to Manage & Exceed Client Expectations From Pre-Construction Through Completion

Session Date/Time: 2/28/2024 12:15:00 PM - 2/28/2024 1:15:00 PM

Track: Project Management

Session Type: Building Knowledge Session

ABOUT THE SESSION

QUESTION	# OF RESPONSES	AVERAGE
The session matched the description in the program.	48	4.21
The information presented was current and timely.	48	4.19
I would recommend this session to others.	48	3.96
Overall, this session met my expectations.	48	3.92

Scale: 5-Strongly Agree 4-Agree 3-Neutral 2-Disagree 1-Strongly Disagree

ABOUT THE MODERATOR & SPEAKERS

NAME	QUESTION	# OF RESPONSES	AVERAGE
Erik Cofield	Q1: Knowledge	45	4.27
	Q2: Self-promo	45	4.38
	Q3: Overall	46	4.07
James Schneider	Q1: Knowledge	47	4.34
	Q2: Self-promo	46	4.46
	Q3: Overall	47	4.11

Q1: Excellent knowledge of subject Q2: Avoided self-promotion Q3: Overall, speaker met my expectations

Scale: 5-Strongly Agree 4-Agree 3-Neutral 2-Disagree 1-Strongly Disagree

ATTENDEE COMMENTS/FEEDBACK

- Great talk!
- I don't feel the session really addressed the topic. It would have been nice to hear more examples of during builds and conflict resolution.
- Enjoyed the talk.
- Very good tips from Mr Schneider, including the team handoff and closing plaque and ceremony.
- Stuart.gee@fraemohs.co.nz
- Very good education session.
- This fell flat. it was too much of a Q&A about Schneider construction instead of make a plan, foresee obstacles, know your clients needs - there was no structure to what others can do.
- They were thorough
- I left. I didn't feel that the description aligned with what was being presented. It moved slowly, seemed really basic, nothing insightful, etc?
- Worked well with the format they chose.
- Overall, it was good; it didn't meet my scope of work, so I cannot rate it.
- What I was looking for
- I really found this session helpful to help grow the Architectural Design company I work for.
- This was the weakest of 7 sessions I have attended. Not much to take away. I'm not sure why James Schneider was selected as a speaker. Erik would be a good moderator with a more innovative builder.

EDUCATION SESSION EVALUATION REPORT – IBS 2024

How to Sell Design-Build Services to Today's Custom Home Buyers

Session Date/Time: 2/27/2024 4:00:00 PM - 2/27/2024 5:00:00 PM

Track: Custom Building & Remodeling

Session Type: Building Knowledge Session

ABOUT THE SESSION

QUESTION	# OF RESPONSES	AVERAGE
The session matched the description in the program.	17	4.47
The information presented was current and timely.	17	4.59
I would recommend this session to others.	17	4.29
Overall, this session met my expectations.	17	4.35

Scale: 5-Strongly Agree 4-Agree 3-Neutral 2-Disagree 1-Strongly Disagree

ABOUT THE MODERATOR & SPEAKERS

NAME	QUESTION	# OF RESPONSES	AVERAGE
James Schneider	Q1: Knowledge	16	4.81
	Q2: Self-promo	16	4.69
	Q3: Overall	16	4.44

Q1: Excellent knowledge of subject Q2: Avoided self-promotion Q3: Overall, speaker met my expectations

Scale: 5-Strongly Agree 4-Agree 3-Neutral 2-Disagree 1-Strongly Disagree

ATTENDEE COMMENTS/FEEDBACK

- The speaker was knowledgeable, used practical experiences to illustrate points
- Great presentation, would recommend to anyone looking to grow.
- Strong need being filled by having a design build presenter. Lacking at IBS. As a design build guy, one of my top sessions.
- I felt like the name "Selling Design-Build" implied the speaker was going to talk about how to differentiate and promote a design-build process versus maybe competitive bidding or other.
- This session spoke to much of making sure its the right client for you Custom home are different and it takes more. I would like to have heard about dealing with competition and comparing builders
- This session was very informative and was very well presented.
- Answered neutral on most because I left after 30 min. Everything shared in that time were things we already know and the information on qualifying them was basically to ask if they live near you...
- Great session