

## Course Modules

### Design-Build for Profit

#### 1. Part 1: Design-Build 101

- a. The builder & their role.
- b. The architect & their role.
- c. The designer & their role.
- d. Who brings on whom?
- e. How to charge? Who pays?
- f. Time tracking
- g. How do remodels differ from a new build? What is a spec home?
- h. Organization & documentation
- i. Understanding the budget
- j. Purchasing
- k. Finding the right builder & architect

#### Part 2: Design Presentation & Selections

- l. Understanding your client, their needs & style
- m. What should be included on the design concept board?
- n. The spec book overview
- o. What are the selections the designer needs to make?

#### 2. Finish Schedule Selections

- a. What order should we make selections in and why
- b. Where to source
- c. Leveraging your trade vendors and suppliers
- d. Exterior Selections
- e. Front Door & Windows
- f. Plumbing & Accessories
- g. Appliances
- h. Electrical, Lighting & Mirrors
- i. Cabinetry
- j. Millwork & Hardware
- k. Flooring
- l. Wall Tile
- m. Countertops
- n. Interior Paint & Wallcoverings

#### 3. Creating a Finish Schedule

- a. How to organize your selections using a finish schedule
- b. How to create a finish schedule
- c. How to tag your selections in preparation for the elevations

#### 4. Clarification through Elevations

- a. What walls should be elevated for a builder?
- b. What measurements should be included on the elevations?
- c. How do we use finish schedule tags on an elevation?
- d. Walk through of detailed elevations
- e. Using a compass

#### 5. Getting to the Finish Line

- a. How to put the specification book together
- b. What happens after a spec book has been turned over to the builder?
- c. What happens when you make a mistake?
- d. Difficult conversations with builders and homeowners

#### 6. Q&A with Builder/GC