



EDUCATION SESSIONS

WEDNESDAY, AUG. 8

2:15 – 3 p.m. | *Finding Hidden Profits: Making Money With Allowances, Change Orders and Specifications.*

Presenter: Dennis Dixon, Dixon Ventures, Inc. (Building/Consulting/Management)

Are you frustrated about change orders, allowances and client control of your projects? Learn simple management methods and contract wording to define your policies and procedures on change orders and allowances. Are you also frustrated with debating project details, methods and “gray matter” of the project? The program will also discuss “A-grade” Specifications that fully define and specify detail of what will and will NOT be included in the project and your services. www.dadthebuilder.com

BIO:



Dixon is a veteran home builder, remodeler and commercial builder with 35+ years of experience. He has been speaking about the business aspects of design and construction since 1994 to various industry groups and corporations. His 2nd edition book, *Finding Hidden Profits: A Guide For Builders, Remodelers and Architects* was published in January 2017. He is also a frequent contributor to industry publications such as JLC, Remodeling and Builder magazines.