

Best Practices Of Successful Tile Contractors



Contractor Panelists

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Best Practice #1

- Customer Relations and Retention
 - How Do You develop and retain strong relationships with architects, general contractors, builders, specifiers, etc.



General Contractors/Builders/Developers





Architects/Designers/Specifiers



Best Practice #2

- Bidding Strategies
 - What To Bid
 - What Not To Bid
 - Profit Planning
 - Backlog Filling



Continuing Education Programs

- Architects
- Designers
- Partnering with Suppliers to offer education programs
- Long Term Benefits
- Goodwill for Industry



Looking To The Future What Are Tile Contractors Biggest Challenges

- Keeping Employees
- Training
- Competition from other trades
- Recruiting New People Into The Trade
- Other Challenges?



Installation Challenges

- Risk Management
- Keeping Up With Technology
- Installation and Product Standards



Questions

