



# Los Angeles Build Expo

LOS ANGELES CONVENTION CENTER (SOUTH HALL G)

AUGUST 27 & 28, 2025

Exhibit Hall Opens 10am-3pm | Seminars Start at 9:30am

3 EASY WAYS TO ADD CLASSES!

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Attendee Name \_\_\_\_\_

Company Name \_\_\_\_\_

## COMPLIMENTARY CLASSES

DOWNLOAD this form. CHECK the box next to each class you want to attend.  
SAVE and ATTACH it in the reply to our email!

### WEDNESDAY

- JENIFER CARVALHO** | EXPEDITING YOUR FIRE REBUILD: THE INSIDER FORMULA FOR FASTER APPROVALS - PART 1 | 10:15-11:00
- SCOTT BEEBE** | HOW OWNERS INCREASE CASH 10X WITHOUT INCREASING DEBT, MARGINS, FEES, OR SALES | 11:15-12:15
- TOM WOODCOCK** | BALANCING AI, DIGITAL AND PERSONAL SALES | 1:15-2:15
  
- SAM HALLBURN** | QUICKBOOKS FOR CONTRACTORS - BEGINNER | 9:30-10:30
  
- SALEH MUBARAK** | INTRODUCTION TO CONSTRUCTION COST ESTIMATING | 9:30-10:30
- TOM WOODCOCK** | SELLING MORE PROFITABLY | 9:30-11:00
  
- JOSH RAMSEY** | LEAD GEN IN 2025 WITH AI - MEETING GOOGLE EXPECTATIONS | 9:30-10:30
- JOHN HANNUM** | MEASURE TWICE, PROFIT MORE THAN ONCE: FINANCE FUNDAMENTALS FOR CONSTRUCTION ENTREPRENEURS | 9:30-10:30
- AMY YAN** | CERTIFY & PROSPER: UNLOCKING BILLIONS IN GOVERNMENT CONTRACTING OPPORTUNITIES | 9:30-10:30
- PAUL WURTH** | ESTIMATING WITH AI | 9:30-10:30
  
- SCOTT BEEBE** | HOW OWNERS FIND, HIRE, TRAIN, AND RETAIN TALENT WHEN "NOBODY WANTS TO WORK ANYMORE" | 9:30-10:30
- KAVITA RODRIGUES & ROBERT HAGSTROM** | FUTURE PROOFING HOMES: RESIDENTIAL ELECTRIFICATION AND WILDFIRE RESILIENCE | 9:30-10:30
- DUSTIN BODAGHI** | NAVIGATING CALIFORNIA EMPLOYMENT ISSUES | 9:30-10:30
  
- JONELLE OLDACRE** | RESIDENTIAL CONTRACTS | 9:30-10:30
  
- BHARGAV SETLUR & PING CHEN** | HOW TO PLAN, COMMUNICATE, AND BUILD BETTER USING VIDEO | 9:30-10:30
- CHARLES LUBECKE** | BEYOND THE GUARDRAIL | 2:30-3:30
  
- ABDULLAH KHAN** | STRATEGIES TO WIN MORE BIDS - SUBCONTRACTORS | 2:30-3:30
- JOSH RAMSEY** | 5 CORE LESSONS TO AVOID FAILING MARKETING STRATEGIES - CHIEF MARKETING OFFICER REAL STORIES YOU NEED TO HEAR | 2:30-3:30
- PARKER CLINE** | BUILDING WITH STEEL AND WHY? | 2:30-3:30
  
- JACK BILTIS** | LEVERAGE THE RULES IN YOUR FAVOR: AN OWNER-TO-OWNER CONVERSATION ON HOW TO INCREASE PROFITS | 2:30-3:30
- SHIVA VUNDURU** | HOW TO INCREASE EFFICIENCY USING AI | 2:30-3:30
  
- REBECCA CINK & JO MEDELMAN** | POWER YOUR PIPELINE WITH GOVERNMENT PROJECTS | 2:30-3:30
- SANDY SUCHOFF** | HOW TO RUN A PROFITABLE CONSTRUCTION BUSINESS | 2:30-3:30
- JAMES HECHT, JOSH ERSKINE** | SELL MORE HOMES NOW WITH PROVEN FINANCING STRATEGIES | 2:30-3:30
- AMY WALKER** | HOW TO SELL YOUR COMPANY FOR 7 OR 8 FIGURES IN THE NEXT 18 MONTHS | 2:30-3:30
- SAM HALLBURN** | QUICKBOOKS FOR CONTRACTORS - BEGINNER | 2:30-3:30

### THURSDAY

- JENIFER CARVALHO** | EXPEDITING YOUR FIRE REBUILD: THE INSIDER FORMULA FOR FASTER APPROVALS - PART 2 | 10:15-11:00
- SCOTT BEEBE** | TWO BUSINESS SYSTEMS OWNERS INSTALL TO GROW CASH BY 10% AND LEAVE THEIR BUSINESS 30 DAYS EACH YEAR | 11:15-12:15
- TOM WOODCOCK** | NETWORKING AND ASSOCIATION USE | 1:15-2:15
  
- SALEH MUBARAK** | SOFT SKILLS FOR THE PROJECT MANAGEMENT TEAM | 9:30-10:30
- SAM HALLBURN** | QUICKBOOKS FOR CONTRACTORS - ADVANCED | 9:30-10:30
  
- JOHN HANNUM** | NAIL YOUR NUMBERS: DEMYSTIFYING FINANCIAL INFORMATION FOR BUILDING PROS | 9:30-10:30
- CHRISTIAN BARRY** | DON'T FAIL WITH META AND SOCIAL ADS: HOW AI CAN HELP | 9:30-10:30
- TOM WOODCOCK** | EXCEEDING YOUR SALES GOALS | 9:30-11:00
  
- AMY YAN** | SECURING GOVERNMENT CONTRACTS | 9:30-10:30
  
- TONY WATSON** | TAX STRATEGIES FOR BUILDERS & DEVELOPERS: KEEP MORE, PAY LESS | 9:30-10:30
- AMY WALKER** | GROWTH THROUGH ACQUISITION: THE SHORT CUT TO SUCCESS | 9:30-10:30
- SCOTT BEEBE** | SUCCESSION PLANNING: HOW OWNERS GROW THEIR BUSINESS TODAY, TRANSITION TOMORROW, AND STILL EARN INCOME | 9:30-10:30
  
- DUSTIN BODAGHI** | CALIFORNIA PRIVATE ATTORNEYS GENERAL ACT ("PAGA") LAWSUITS | 9:30-10:30
- BHARGAV SETLUR & PING CHEN** | HOW TO PLAN, COMMUNICATE, AND BUILD BETTER USING VIDEO | 9:30-10:30
  
- SAM HALLBURN** | QUICKBOOKS FOR CONTRACTORS - ADVANCED | 2:30-3:30
  
- SANDY SUCHOFF** | UNLOCKING TAX CREDITS AND TAX PLANNING OPPORTUNITIES FOR CONSTRUCTION COMPANIES & CONTRACTORS | 2:30-3:30
- ABDULLAH KHAN** | ESTIMATING WITH AI | 2:30-3:30

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