



MISSION:
Elevate the
professionalism
of the residential
construction industry

X

Issues with:

- Builder quality
- Builder training
- Ability for clients + designers to know
- Differentiation between builders + tradies



Current 'recognition':

- Builder's license
- Professional membership
"Master builder"
- Awards

X

None of these demonstrate:

- Client management
- Financials
- Project execution
- Build quality

So we're creating ...

Live Life BuildER

Live Life Build Excellence Recognition

Life Life BuildER is certification that enables the public recognition of builders who are:

- Delivering high quality project experiences and outcomes
- Operating professional and sustainable businesses
- Thriving in life

Assessment:

- Various tasks
- Complete over a period of time
- Annual review
- 6P Methodology

But before you freak out:

- Existing practices
- New training (2022)
- Step you through it
- Templates + guides to complete
- Useful accountability

Let's look at the
types of things
Live Life BuildER will test

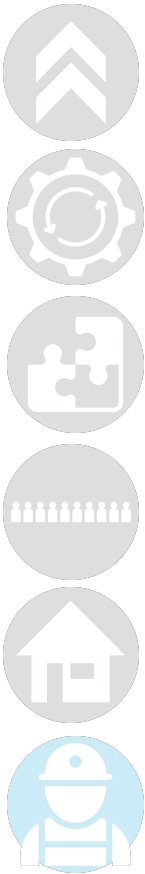
PERSONAL GOAL-SETTING

Identify goals (short and long-term) using 6P ELEVATOR, and translate into long-term personal and business goals statement.

“An excellent builder knows how to audit their own performance and set goals, both short and long-term”.

TEST:

Submit 6P ELEVATOR used over 12 month period, and submit long-term goals statement (template TBP).



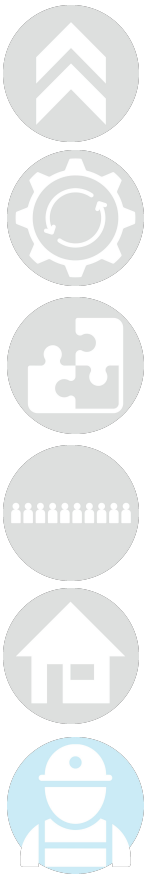
PERSONAL IMPROVEMENT

Regularly learning to support self-improvement and growth in a range of personal, project and business areas.

“An excellent builder knows how important on-going learning and self-improvement is, and prioritises it”.

TEST:

Submit statement on how this is being achieved across 12 month period + attendance / views ELEVATE calls.



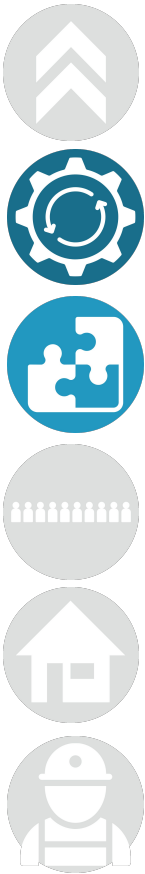
CLIENT ENQUIRY

Have an established process for client enquiries with clear action steps, so that all initial contacts are effectively managed.

“An excellent builder knows how to professionally manage client enquiries”.

TEST:

Provide a copy of enquiry form and enquiry management process.

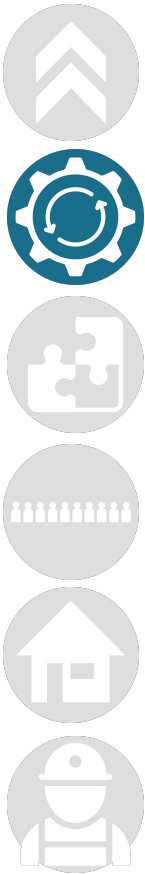


PAC PROCESS AGREEMENTS

Have the correct PAC Process documentation to commence working with the client

“An excellent builder knows how to guide a client through the PAC Process professionally and clearly”.

TEST:
Provide a full set of PAC Process preliminary agreement documents

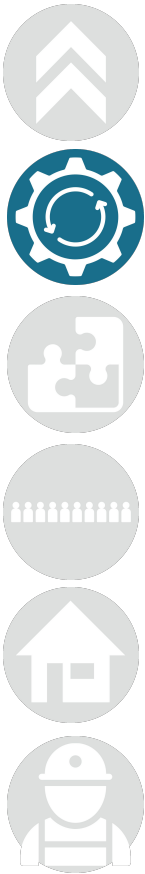


PAC PROCESS PROJECT SHEETS

Have previous project information in a presentable format to enable effective communication of previous project costs with partners (designers + clients).

“An excellent builder regularly audits and presents their previous projects as useful tools for future projects and clients”.

TEST:
Submit completed Project Sheets and spreadsheet summary



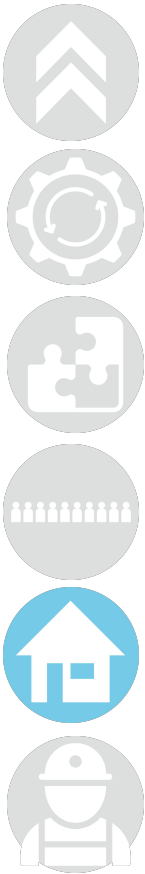
PROJECT DOCUMENTATION

Comprehensively review all design and consultant documentation during PAC Process and pre-contract so as to avoid drawing and coordination errors that cause issues on site, cost changes and client / builder frustration

“An excellent builder knows how to review documentation for errors prior to construction, so they (and the client) don’t get caught out”.

TEST:

Be given a set of design and engineering documents and identify ‘planted’ errors and advise resolution / fix.



PROPOSAL PREPARATION

Create a detailed proposal that provides an accurate scope of works and acts as an effective and professional specification of inclusions and exclusions for the project

“An excellent builder knows how to create a professional proposal that details the project scope, inclusions and accurate pricing”.

TEST:

Create a proposal, based on supplied set of drawings and PS / PC Item costs. Includes creating scopes of work for subbies.



PROPOSAL PRESENTATION

Present a proposal to a client and communicate effectively, demonstrating an ability to educate the client and help them understand.

“An excellent builder knows how to help a client understand what is being priced, and educate them as the industry authority”.

TEST:
Role play (Video) of proposal presentation to show ability to communicate and present.



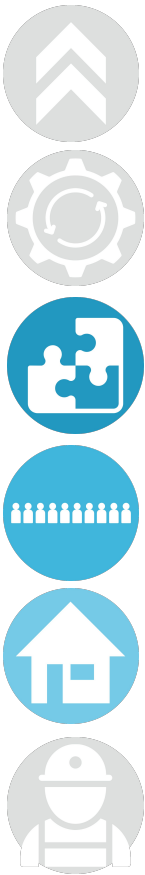
PROJECT SCHEDULING

Create a schedule that shows the detailed timeline and tasks to deliver a project, to help manage the project proactively, and communicate with the client and team.

“An excellent builder knows how to schedule their projects and manage the timeline and tasks proactively”.

TEST:

Provide a schedule with specific elements shown (to be provided TBP).



PROJECT CONTRACT

Show (over the duration of a project) the ability to execute according to the contract, using templated systems and client communication.

“An excellent builder knows how to execute projects according to the project contract”.

TEST:
Submit examples of contract processes over a project duration.

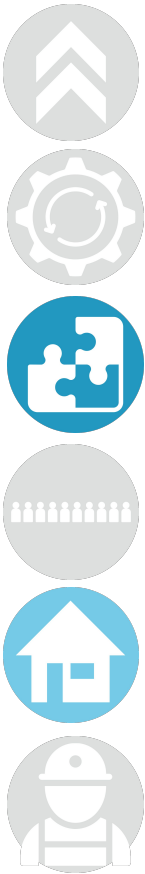


PROJECT COMMUNICATION

Show (over the duration of a project) the ability to effectively communicate with your client, using specific systems and processes.

“An excellent builder knows how to communicate effectively with their client for the duration of their project.”

TEST:
Submit examples of communication processes, templates, etc (site meetings, minutes, project updates).

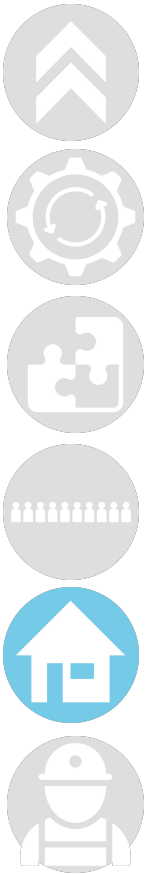


PROJECT CONSTRUCTION

Show (over the duration of a project) the ability to build projects to a high quality and sustainable standard.

“An excellent builder knows how to build a high quality and sustainable project”.

TEST:
Submit photos and certificates during construction of a range of projects.



PROJECT SUSTAINABILITY

Show (over the duration of a project) how the project achieved specific sustainability measures and business' goals generally regarding sustainability.

"An excellent builder knows how to build a sustainable and energy efficient project".

TEST:

Submit photos and written information identifying specific sustainability measures (to be provided).



CLIENT SATISFACTION

Seek and secure feedback from clients on builder's personal, project and business performance.

"An excellent builder knows how to take care of their clients, manage expectations, work with clients well, and seek feedback".

TEST:

Provide client testimonials based on specific client questions (to be provided).

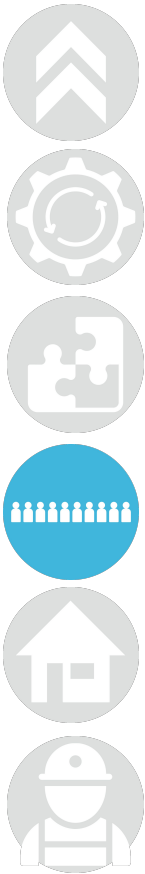


TEAM SATISFACTION

Seek and secure regular feedback from team (including staff, subbies, suppliers) on builder's personal, project and business performance.

"An excellent builder knows how to work well with their team (both in-house and external) and seek regular feedback".

TEST:
Provide team testimonials based on specific team questions (to be provided), plus info on Toolbox Talks process.

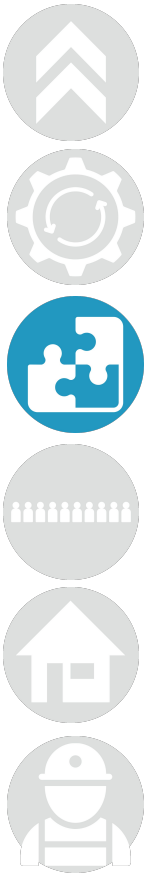


PARTNER SATISFACTION

Seek and secure regular feedback from partners (designers and consultants) on builder's personal, project and business performance.

"An excellent builder knows how to work well with their partners and seek regular feedback".

TEST:
Provide team testimonials based on specific partner questions (to be provided).



BUSINESS MISSION

Business has a mission statement, as well as clearly defined roles and responsibilities for team members, and formal agreements for subbies and suppliers.

“An excellent builder knows how to lead their business with a clear mission, with defined roles and responsibilities”.

TEST:

Provide business mission statement, employee contracts (KPIs, roles, tasks) and supplier / subbie agreements.

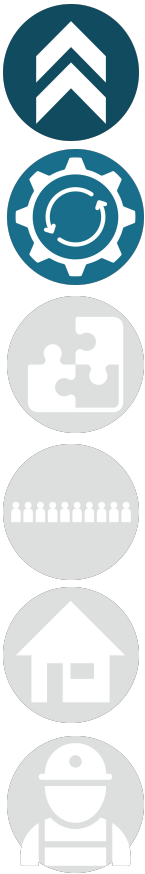


BUSINESS SYSTEMS

Has established systems that are used for communication, training and execution overall.

“An excellent builder knows how to run their business efficiently and consistently using systems and processes”.

TEST:
Provide mind-mapping and selection of systems, plus illustrate how they are being used.



BUSINESS MARKETING

Has specific marketing methods for business promotion based on highlighting professionalism, expertise and education of future clients.

“An excellent builder knows how to promote their business that helps others see their professionalism and expertise”.

TEST:
Submit outline of marketing methods based on specific questions (to be supplied).



BUSINESS FINANCIAL

Regularly assesses specific financial health indicators.
Accurately assesses and updates business costs and forecasting, and understands how to work with accountant.

“An excellent builder knows how to review and understand their business’ financial performance and profitability”.

TEST:
Submit completed templates and accountant report.



That's a view inside ...

Live Life BuildER

But before you freak out:

- Existing practices
- New training (2022)
- Step you through it
- Templates + guides to complete
- Useful accountability

Questions you may have:

- Upfront cost to apply (TBA)
- Annual renewal (TBA)
- Time limits for application (TBA)
- Online system / portal with personal assessment

Anything else?