

# Swimming with the Sharks

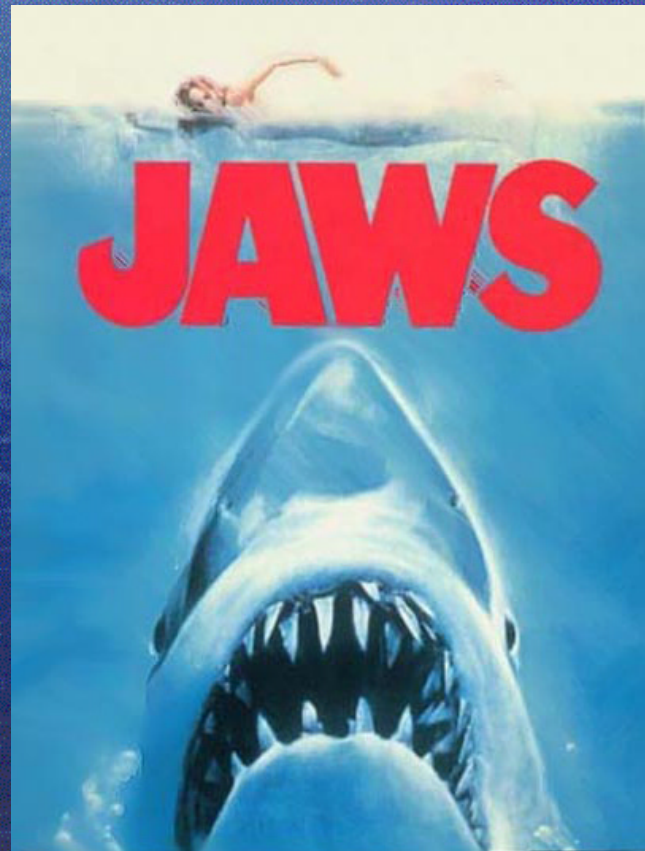
## Production Builders and Energy Service Providers

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# What is a Shark?



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# Swim Fast

- To work with a production builder –  
Think like a production builder.





# What matters to them?

- Process
  - Production builders have a process, you're probably not a part of it yet.





# What matters to them?

- Liability





# What matters to them?

- Transparency - Integration
  - Don't get in the way of the building process





# What matters to them?

- Information





# What matters to them?

- Value





# What matters to them?

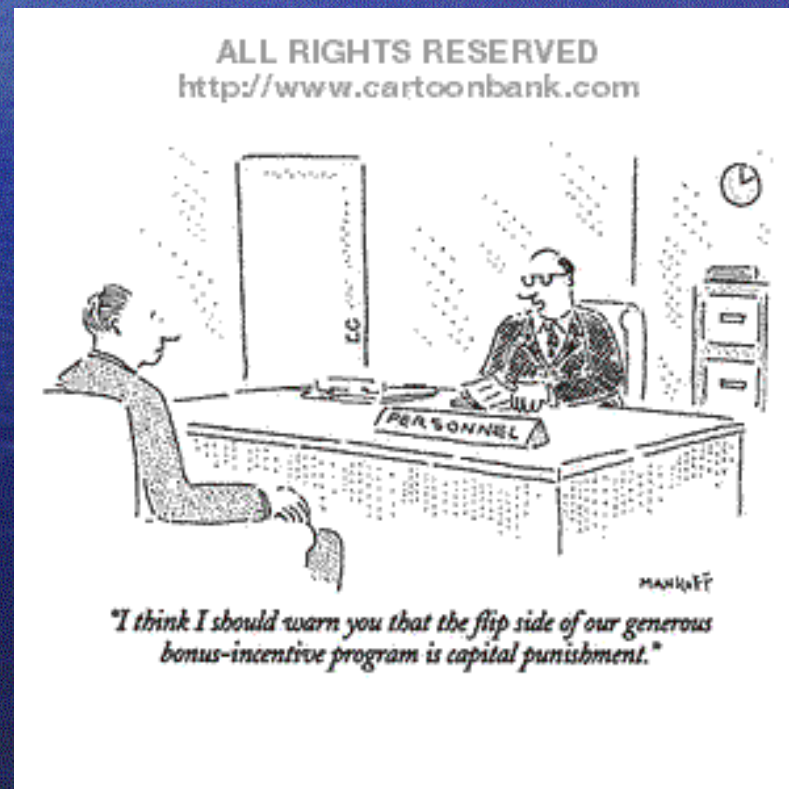
- Profit





# Pricing

- Capital
- Labor





# EnergySmiths

- Last Year 969 Energy Rating Inspections
- 4 full and part-time employees
- Front-range of Colorado
- About 15 Builders (mostly production)
- Broad range of services





Thanks for listening



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