HOME BUILDERS & REMODELERS ASSOCIATION OF THE CT RIVER REGION PROUDLY PRESENTS

ESTIMATING FOR PROFIT

Turn Free Estimates Into Profitable Projects

WEDNESDAY, DECEMBER 2, 2026
4pm – 6pm

HBRA Office
2189 Silas Deane Hwy, Rocky Hill, CT



Cost:
HBRA Members $25
Non-Member $40

Guest Speaker:
Alan Hanbury, House of Hanbury Builders, Inc.

Meet Your Expert Guide:
Alan Hanbury



With over 35 years in residential remodeling, Alan Hanbury brings real-world experience and proven systems. He's a nationally recognized educator on financial strategy for contractors and a long-standing leader within NAHB.

He'll teach you how to customize pricing based on:

- Seasonal work
- Client & job type
- Slippage
- Sales team thoroughness
- Quality expectations
- And 20+ other crucial factors

HBRA
HOME BUILDERS & REMODELERS ASSOCIATION OF THE CONNECTICUT RIVER REGION

Why This Course is a Must for Every Contractor
Let's face it—most contractors didn't get into business to run spreadsheets. But knowing *exactly* what your estimates cost you—and how they affect your bottom line—could be the difference between breaking even and breaking through.

This eye-opening seminar gives you **straightforward**, **practical tools** to:

- Understand how much your "free estimates" are really costing your business
- Break down what you're actually paying employees—hourly or salaried
- Confidently price your jobs to ensure **profitability**, not just survival
- Learn **Defensive Estimating** strategies that adjust for job type, client expectations, quality standards, and even seasonal trends
- Avoid profit-sapping "slippage" and quoting errors

You'll leave with physical tools like customizable Excel spreadsheets to apply your new skills immediately and strategically quote your next job for maximum impact—whether you're aiming to grow or retire.

Reserve Your Spot Today!
Space is limited and pre-registration is required by **November 30th**.

Questions? Call: Heather May at 860-563-4212 or **email:** heather@hbractriverregion.com

Register online at by November 30th at www.hbractriverregion.com/events