

# 5 Assumptions Pro Dealers Make That Cost Them Customers

In the home building materials industry, the relationship between pro dealers and builders is mutually beneficial.

How do we make this relationship even better?

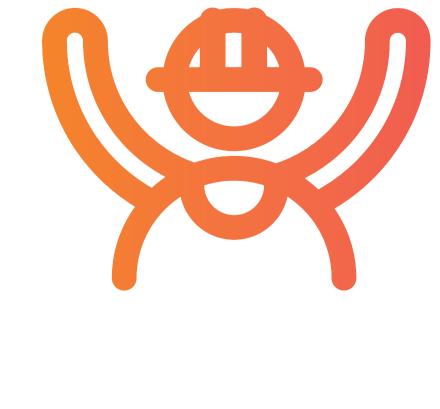
# Fact #1

A majority of surveyed home builders say that speed of response from their dealer is more important than price to win a job.



correlated to how quickly their dealer responds to price inquiries.

Builders say their ability to win a contract is significantly



send accurate bids faster, which significantly increases the likelihood they'll make you their dealer of choice.

Quick price confirmation helps pro customers build and

Fact #2

to respond to a pro customer's RFQ.

The average number of days it takes dealers



Delayed response times from their dealer affects their chances of securing contracts and hitting project milestones. Fact #3

Time is a luxury for custom home builders and remodelers.

## The average number of communications

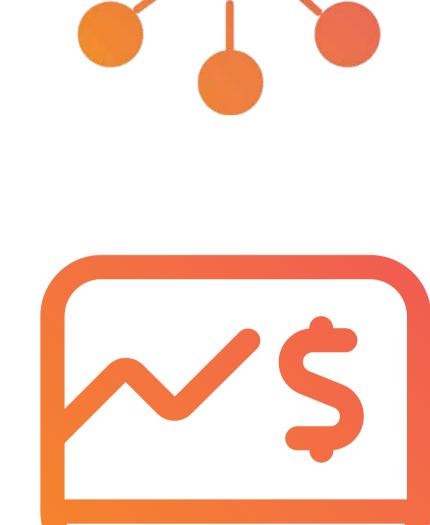
rate of overlooked opportunity costs.

their pro customer's workflows.

costly mistakes.

customer's request.

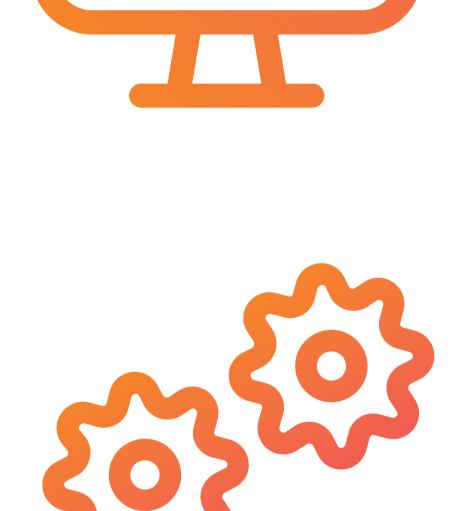
it takes for sales teams to complete a pro



Having one source for updated pricing information

gives pro customers peace of mind that they're avoiding

Too many communication touchpoints lead to a higher



Pro dealers can make price lists easily accessible to builders by integrating that information directly into

## are not aligned with what builders want.

Fact #4

Some of the value-added

services dealers provide

### dealers so they can send quotes easily and quickly.

Fact #5

Majority of builders and

remodelers want inventory

and price lists from their

There is a disconnect between pro dealer's beliefs and builder's/remodeler's beliefs.

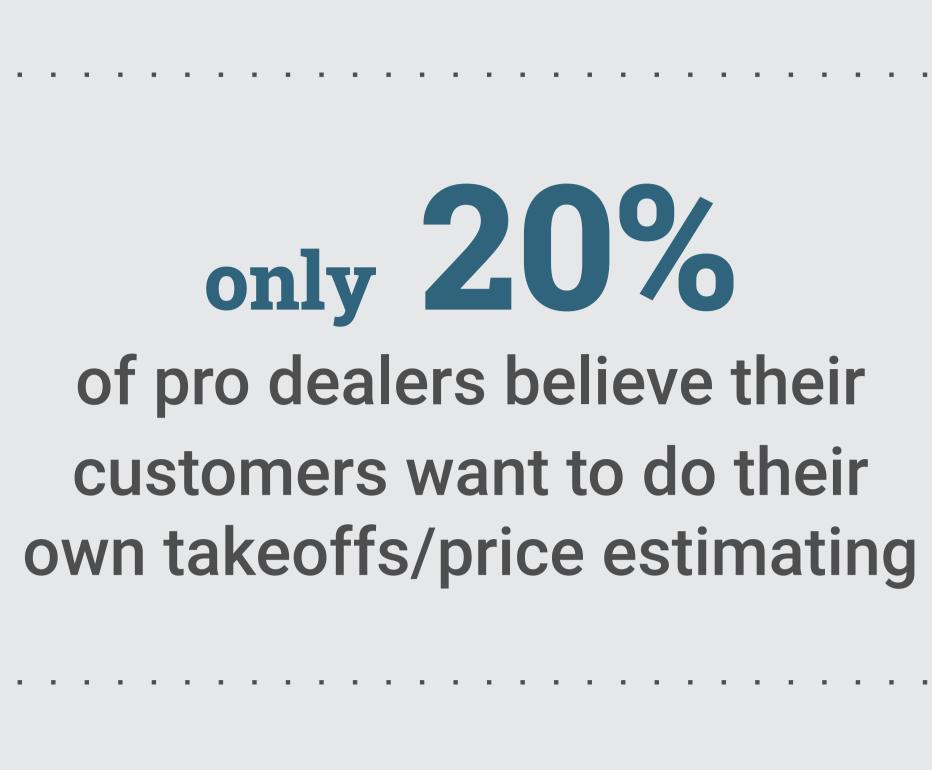
Pro Dealer

Builder / Remodeler



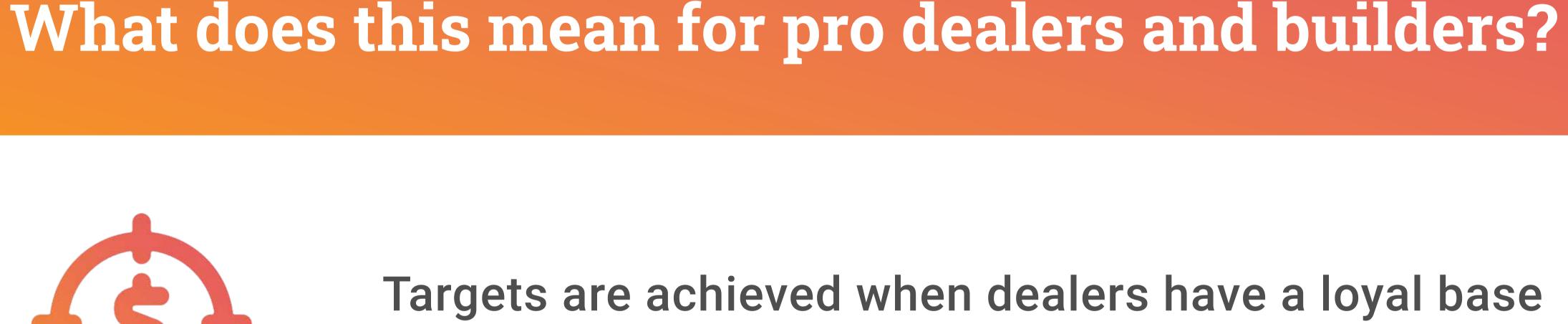
### 82% of pro dealers believe their of builders agree it'd be easier builders do not find it easier to self-quote using inventory

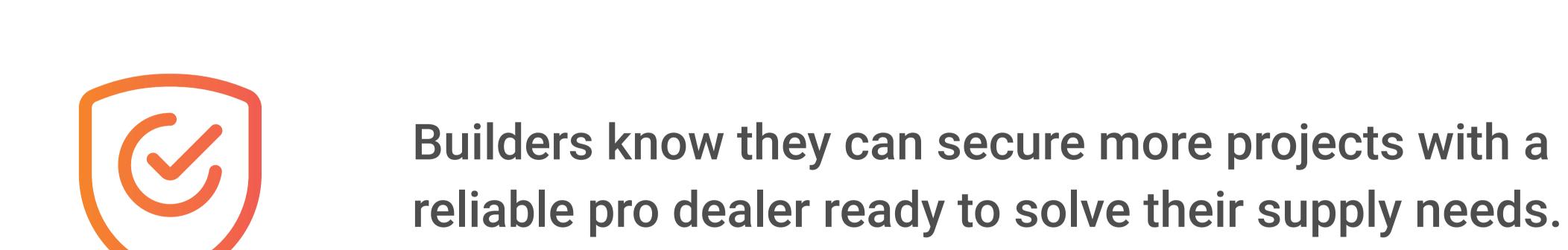
and prices provided by dealers



50%

to self-quote





of builders who go to them for their supplies.

as faster quotes, scheduling, cost tracking, and more with Buildxact and get the JOB. DONE.

Learn more about dealer price list integration as well

All findings are part of an in-depth research study on profitable opportunities in the residential