

TPB  **THE
PROFESSIONAL
BUILDER**

GOLD COAST SUMMIT 2025

ATTENDEE GUIDE



SOFITEL GOLD COAST

THURSDAY 9TH & FRIDAY 10TH OCTOBER 2025

81 SURF PARADE, BROADBEACH QLD 4218

WELCOME

THANK YOU FOR BEING PART OF THE **TPB 2-DAY GOLD COAST SUMMIT 2025**

We have designed this guide to prepare you for the summit,
with information to help you get the most out of the 2 days.



LOCATION

Sofitel Gold Coast Broad Beach
81 Surf Parade
Broadbeach, QLD 4218
[+61 7 5592 2250](tel:+61755922250)

SUMMIT CHAT

Join the official Summit
WhatsApp Group for:

- Announcements
- Live updates
- Summit exclusive offers
- Networking information and more

KEY CONTACTS

Lucy Holder (Events Manager)
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Queeney Sutanto (Events Coordinator)
queeney@theprofessionalbuilder.com

SCAN THE QR
FROM YOUR
PHONE TO JOIN



WEDNESDAY, 8TH OCTOBER

TIMING	ACTIVITY
5pm - 7pm	<p>Wednesday Night Mix & Mingle: ROOM 81 Sofitel Gold Coast Broadbeach</p> <p>Kick off your Summit experience early! Join us the night before for casual drinks and nibbles with your fellow attendees and the TPB team. It's the perfect chance to break the ice, connect with new faces, and settle in ahead of a big two days.</p>

THURSDAY, 9TH OCTOBER

TIMING	ACTIVITY
7am - 9am	Morning Activity - Choose your own adventure: Run / Beach Walk / Beach Workout or Ocean Plunge
9am - 9.15am	<p>How To Make The Most Of The 2-Day Growth Summit with Vinnie Vecchio</p>
9.15am - 10am	<p>Session #1: The Profitable Builders Playbook with Marti Amos</p> <p>Marti Amos opens the Summit by cutting through the noise and focusing on what truly drives profitability for builders. This session reveals the critical systems every building company needs to attract high-quality clients, price confidently, and consistently win the right jobs, at the right margins.</p> <p>Key Takeaways:</p> <ul style="list-style-type: none"> • A simple, repeatable sales process to close high-quality clients without discounting • The front-end margin drivers (positioning, marketing, sales, and pricing) that separate top builders from the rest • How to set meaningful financial targets and track the right metrics to stay profitable month after month
10am - 11am	<p>Session #2: Protect Your Profit: How To Not Lose Money On A Construction Project with Lloyd Godfrey</p> <p>Lloyd Godfrey reframes the builder's goal post-contract—not to make more money, but to protect what's already on the table. This session breaks down the essential back-end margin levers that safeguard profitability and prevent hidden costs from eroding your bottom line.</p> <p>Key Takeaways:</p> <ul style="list-style-type: none"> • How to select the right contracts and lock in trade rates with airtight systems • The biggest margin killer: labour overruns and how to prevent them with the right processes • Tools to capture variations and control material costs before they eat into your profits.

11am - 11.30am	Morning Tea
11.30am - 12pm	<p>Session #3: Member Awards</p> <p>We shine a spotlight on top-performing members of The Professional Builder. <i>The Rising Star</i> award recognises new members who've achieved outstanding results within their first 90 days, while <i>the Action Taker</i> award honours those who've implemented the most and consistently shown up. Both awards showcase what's possible when builders fully engage with the program, and turn action into results.</p>
12pm - 1pm	<p>Session #4: The Local Goldmine Strategy: Use AI to Uncover 100 High-Trust Referral Partners in Minutes</p> <p>This hands-on session introduces the 'Dream 100' AI tool, designed to instantly generate referral leads. Members will learn how to find, contact, and convert local partners into high-quality lead sources, on the spot, with scripts and templates included.</p>
12pm - 1pm	<p>Key Takeaways:</p> <ul style="list-style-type: none"> • Use AI to generate 100+ referral partners in minutes • Live practice calling leads and booking appointments in real time • A zero-cost, repeatable strategy to build high-trust lead channels
1pm - 1.45pm	Lunch
1.45pm - 2.30pm	<p>Session #5: The Construction CFO Playbook: Maximise Per Project Profits with Xact Accounting's CFO Advisory</p>
2.30pm - 3.30pm	<p>Session #6: Expert Mastermind: On The Shoulders Of Giants</p> <p>This session gives members direct access to top industry experts across key areas like contracts, profit protection, pricing, marketing, and more. Move from table to table, ask your biggest questions, and get rapid, practical feedback from those who've been there and done it.</p> <p>Key Takeaways:</p> <ul style="list-style-type: none"> • Get expert answers to your most pressing business challenges • Learn what top-performing builders are doing differently across every area • Walk away with actionable insights in minutes, not months
3.30pm - 5pm	Free Time
5pm - 7pm	<p>Thursday Night: Casino Royale Cocktail Hour</p> <p>Unwind after a big day at the Summit and connect with fellow attendees in a relaxed, social setting. The Mingler is a chance to expand your network, share takeaways from the day, and enjoy light refreshments with peers and industry leaders.</p>

FRIDAY, 10TH OCTOBER

TIMING	ACTIVITY
7am - 9am	Morning Activity - Choose your own adventure: Run / Beach Walk / Beach Workout or Ocean Plunge
9am - 9.15am	Day 2 Kick Off with Vinnie Vecchio
9.15am - 10am	<p>Session #1: Build Resilience Like You Build Homes with Lachlan Stuart from The Man That Can Project</p> <p>Lachlan Stuart, drawing from his experience running 58 marathons in 58 days and coaching high-performing men, shares mental fitness strategies for builders. This session covers leading under pressure, managing stress, and building resilience to keep your mindset strong in tough situations.</p> <p>Key Takeaways:</p> <ul style="list-style-type: none"> • A 30-day mental resilience plan tailored for builders • Tools to lead teams and manage pressure without burning out • How to train your mind like a muscle to stay sharp and focused under stress
10am - 10.45am	<p>Session #2: Your High-Converting WOW Pack with Simon Mannah</p> <p>Simon Mannah shares his high-conversion sales system, his custom-built WoW Pack, that consistently wins profitable projects. With an 80% conversion rate, this process is the benchmark for builder sales success. Get a full breakdown of how Simon structures, presents, and delivers a client experience that leads to successful closes.</p>
10am - 10.45am	<p>Key Takeaways:</p> <ul style="list-style-type: none"> • The proven WoW Pack system that converts 4 out of every 5 prospects • How to position and present high-margin projects with confidence • Simon's full sales process, from first contact to signed contract.
10.45am - 11am	<p>Bonus Session: Build Your Sales Assets To Convert High-Value Projects with AI</p> <p>In this session, you'll unlock a TPB AI tool that helps you create a high-converting sales lookbook in minutes. It's done with you, built for speed, and ready to win premium projects.</p>
11am - 11.30am	Morning Tea

11.30am - 12pm

Session #3: Member Awards

This session recognises the top-performing members at The Professional Builder. The Member in Momentum award honours the biggest growth stories over the past 90 days, while the Member of the Quarter is awarded to the standout leader across the board. This proves that with the right actions, big results follow.

12pm - 1pm

Session #4: Mastermind - Learn What's Working Right Now From Builders Solving The Same Problems As You

This session connects you with builders who've already solved the challenges you're facing. Bring your top question or constraint to a small-group mastermind and get proven strategies fast. Learn what's working right now so you can move forward with clarity and confidence.

Key Takeaways:

- Get practical feedback from builders solving the same challenges
- Shortcut your progress with lessons from real-world experience
- Leave each session with clarity, momentum, and your next action step

1pm - 2pm

Lunch

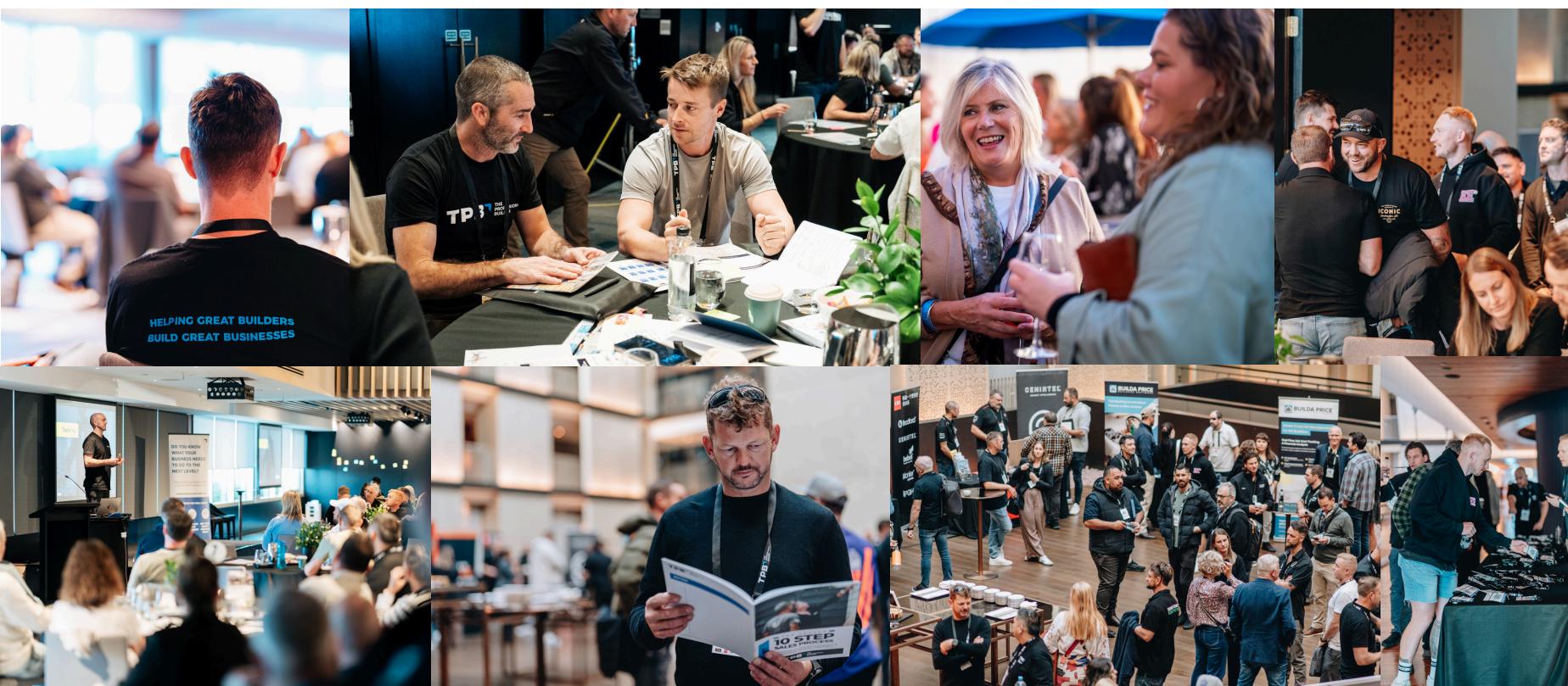
2pm - 2.30pm

Session #5: Your 90 Day Growth Plan with Cole Tilbury

This session is not generic advice. It is a precision-engineered, personalized 90-day battle plan that will fundamentally redesign your business performance.

2.30pm - 3pm

Summit Closing



WEDNESDAY NIGHT: MIX & MINGLE

**ROOM 81, Sofitel Gold Coast
Broadbeach
5pm - 7pm**

81 Surf Parade, Broadbeach QLD 4218, Australia
(Ground floor, western side of the entrance to the
Oasis Shopping Centre)

Kick off your Summit experience early! Join us the night before for casual drinks and nibbles with your fellow attendees and the TPB team. It's the perfect chance to break the ice, connect with new faces, and settle in ahead of a big two days.

Dress Code: Casual



THURSDAY NIGHT: CASINO ROYALE COCKTAIL HOUR

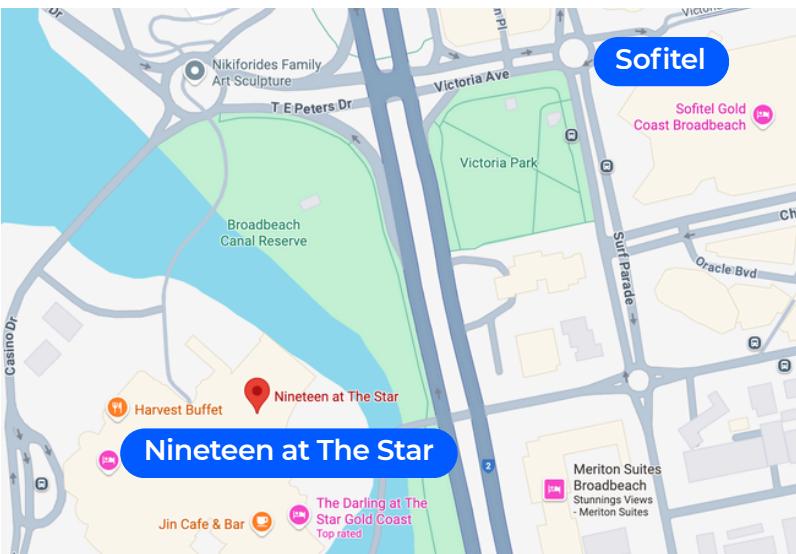
Nineteen at the Star
5pm - 7pm

Level 19, The Darling at The Star Gold Coast, 1
Casino Drive (Enter via The Darling Hotel)

Step into the glamour of Casino Royale at Nineteen at The Star. Enjoy cocktails, nibbles, and networking with your fellow Summit attendee. Afterward, those who'd like to keep the night rolling can head with us to the casino floor. Our evening sessions are always a Summit highlight - this one will be no exception.

Dress Code: Evening Wear / Black Tie

RSVP: Required by 01 October – email Queeney@theprofessionalbuilder.com



EVENT INFO

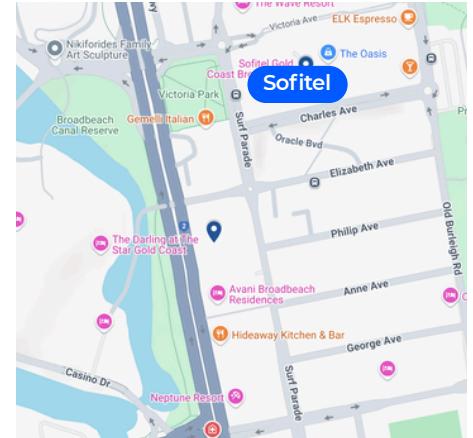
PARKING

Self-parking is available in the underground car park at 81 Surf Parade (end of the driveway):

- Self-parking: \$29/day
- Valet parking: \$55/day

After parking, head to ground level and provide your vehicle registration at reception or during check-in.

Note: Maximum vehicle height is 2 metres.



SUMMIT WHATSAPP GROUP

Join the official Summit WhatsApp Group for:

- Announcements
- Live updates
- Summit Exclusive Offers
- Networking information and more.

Make sure to introduce yourself in the general chat! Include your name, where you're from, and a photo.



MORNING ACTIVITIES

Meeting Point: Sofitel Gold Coast Broadbeach Lobby

Time: Thursday & Friday Meet at 07:00 AM sharp

Duration: 60 minutes

Choose your own adventure! On both Thursday & Friday the TPB Team will be splitting into groups and hosting different morning activities.

1. Run Club (all levels welcome)
2. Morning Beach Walk
3. Group Workout on the Beach
4. Cold Plunge Into the Ocean @ 8am

We will remind everyone of the options via the WhatsApp group!



JOIN THE TPB STRAVA CLUB

strava.com/clubs/tpbathleticsclub