

Smart Notes

How to Win Work With Highlands Residential, with Dave Loeffel

1. Dave and his team at Highlands Residential are looking for partners that have proven experience in multifamily housing for both design and construction.
2. During your first meeting with Highlands, be sure to execute the following:
 - Show relevant experience in building type
 - Ask Highlands questions about partner expectations
 - Show humility in terms of being an expert in your field
3. Be honest about who you are and your team's capabilities; "It does no good for a firm to win a job that cannot be executed."

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