

Instructions: To receive AIA CES credit for this course, please fill out this quiz and email it to ces@businessofarchitecture.com. You must get at least 80% right to receive course credit.

Think Like a Developer

Instructor: Chad Ludeman

1. How long is the typical development cycle for a developer?

- A couple of years
- 2 months
- 18 weeks
- 6+ months

2. How can you help reduce development risk?

- Get involved and offer advice early on
- Focus on the profit margins
- Provide advice after the offer goes through
- Don't get involved at all

3. What is the name of Chad Ludeman's company

- Ludeman Partners
- PostGreen Homes
- Ludeman Homes

4. What is something that can upset developers?

- Asking open ended questions
- Liability
- Offering to help support their marketing process

5. What is the one social media channel Chad Ludeman recommends

- LinkedIn
- Instagram
- Facebook
- Slack

Full Name:

AIA Member Number (required):