AI for Builders: What's Actually Working

HIGH COUNTRY HOME BUILDERS ASSOCIATION · MOUNTAIN DEV

A few words you'll hear

- **AI Chat:** You ask, it answers, one question at a time. Great for drafting and quick questions, but you still do the work.
- **Skill:** Steps you teach AI once so it does a task your way every time. Share them with your team.
- **AI Agent:** You hand it a job, not a question. It works through the steps, like drafting a proposal or reconciling receipts, and you approve the result.
- **MCP/Connector:** Links AI to your other software (email, calendar, job software) so it can see your data and use your tools.

Try these tomorrow

1 Proposals

1. In Claude, make a Project called "Proposals." Drop in 2 or 3 of your best past proposals as examples.
2. Use Granola, Pocket, or another AI transcription tool to record your next client conversations.
3. Share your client transcripts to the project and type:

   "Write a proposal for this client like my past ones. List anything they asked for that I didn't price."

4. Read it over, fix what's off, tell AI what you do and don't like about their results so it can improve over time.

2 Takeoffs

1. Share examples of your past takeoffs.
2. Drag a new blueprint plan document into Claude.
3. Type:

   "Give me a takeoff: square footage per floor, window and door counts by type, and framing and drywall materials. Show your math. Tell me what you're not sure about."

4. Check a few numbers against the plans. Treat it like a first pass from a new estimator.
5. Doing this every week? Save your rules as a Skill so you're not typing them every time.

3 Change orders

1. Share your change order template, your markup, and 1 or 2 past change orders.
2. When a client asks for a change, drop in their request and the original scope.
3. Type:

   "Price this change and draft a change order on my template. Show the cost and schedule impact, and anything you had to guess."

4. Check the numbers and get it signed before the work starts.
5. Save it as a Skill so the next one takes minutes.

Some AI tools to explore

Claude + Cowork
Chat, Projects, and Skills for every example on this page. Cowork handles jobs on your computer, like building a spreadsheet from a folder of files.

Granola
Takes notes on your calls and meetings, no bot joining the call. Great for client conversations.

Pocket
A small recorder that clips to your phone. Records site walks and turns them into notes.

CompanyCam
Job photos with AI. Talk while you shoot for captions, and it helps write daily logs and checklists.

Where does your week go?

WHAT EATS MY TIME	HOURS A WEEK
1.	
2.	
3.	

DO THE MATH

_____ × $ _____ × 50 weeks = $ _____

total hours a week | what your time is worth | a year

If those were handled, I'd spend more time on:

Notes

One thing I'll try this week:

Grab tonight's recording

Scan this QR code for tonight's presentation and helpful notes about AI.

mtndev.com/ai-for-builders

Let's chat!

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Want to see what AI could do for your business?

CHECK ANYTHING THAT SOUNDS LIKE YOU

- [ ] I know AI could help, but I don't know where to start.
- [ ] We've got repetitive work that should be easier.
- [ ] We've outgrown our software, or we overpay for it.
- [ ] I want my team using AI on our real work.
- [ ] Our software doesn't talk to each other.
- [ ] We need a tool that fits how we run jobs.

WHAT WE USE NOW

- [ ] Buildertrend
- [ ] JobTread
- [ ] Houzz Pro
- [ ] QuickBooks
- [ ] ChatGPT
- [ ] Claude
- [ ] Copilot
- [ ] Other _____

The one thing I'd most like help with:

NAME **TITLE** **COMPANY**

EMAIL **PHONE**

- [ ] Yes, Mountain Dev can follow up with me.

Leave this with us on your way out

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