

Three Major Benefits of

The preconstruction process is a vital phase in the construction project. If a builder gets preconstruction right, they pave the way for a smoother building process.

Achieving excellence from the outset requires early client involvement, meticulous planning, and collaborative decision-making. By engaging clients from the beginning, builders can ensure cost certainty, anticipate potential changes, and seek the best value for their clients. The proactive and client-centric approach minimizes surprise, fosters transparency, and ultimately enhances the overall project outcomes.

In fact, a collaborative approach to the preconstruction process can lead to more successful construction projects.

1. Take a More Client-Centric Approach

Setting expectations about the working relationship, transparent communication, and anticipating clients' needs are some of the most important lessons learned in preconstruction. By actively involving clients and understanding their goals, preferences, and constraints, builders can tailor the project to

not only fosters a strong working relationship, but it also ensures that the project aligns with the clients' vision.

During the preconstruction phase, builders work closely with clients to identify project objectives, establish budgets, and

communication, teams can effectively address any concerns,

clarify expectations, offer solution-oriented alternatives, and build trust. Clients count on the builder to have a solution-oriented mindset, seamlessly manage every aspect of the build and minimize surprises.

Anticipating clients' needs comes from experience, but thoroughly thinking through the details, including the small

control barriers — is vital because these are the “little” things that can impact budget if not planned properly. Working together to develop a strategy and an agreed-upon schedule is paramount. This collaborative process enables clients to actively participate in decision-making, so they feel invested in the success of the project.

A client-centric approach comes down to leadership. Every client wants good service, trust in the builder, a smooth project meets their needs. Keeping a service mindset will make for a

2. Proactively Control Your Budget

Value management is a key aspect of the preconstruction phase but is most effective when used in a proactive manner. Builders are charged with materializing the client's vision, but it is also important to ask critical questions and examine the project from different angles to identify potential areas for improvement. This involves analyzing various construction methods, trends, materials, and systems to identify cost-saving opportunities without compromising quality or functionality. By respectfully challenging design choices or suggesting alternative solutions, builders can optimize the project's

