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NEWSLETTER

1st Quarter 2018

Stuart Siegel
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Next Generation Proforma Reporting
New reports are geared towards maximizing profit

Today's homebuilders are a mix of visionary and financier. They begin with a vision similar to Walt Disney's 63 years ago when he built his first theme park in Anaheim, California. To be sure, Walt encountered more than a few skeptics along the way, but in the end his vision far exceeded expectations.

Throughout the past three decades, we at Cornerstone have met and worked with many builders who share this same visionary quality. They have the ability to look at raw land and envision a thriving community abounding with homes, schools, parks and shopping centers.

Though visionaries work diligently to make their dreams come true, they can be constrained by...

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In this Issue

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Don't forget our exciting
[2018 Webinar Schedule:](#)

Mar: Power BI
Apr: BIM: What it is
May: Microsoft CRM
Jun: Security Tips
Jul: Sharepoint 2016
Aug: Rebates & Exchanges
Sep: Hyphen: BRIX
Oct: SSRS: Can you use it?
Nov: informXL: Greatest Hits
Dec: RealPage EA

[Click Here to find out more](#)
[about all of our webinars](#)

- **[Watch the video on our YouTube Channel](#)**



LABOR AND PERSONNEL PANEL CRUSHES IT

In February, Cornerstone Solutions ecstatically welcomed Todd Sellers of Cresleigh Homes, Jennifer Sutton of Taylor Morrison, and Kyle Koepf of PSW Real Estate to be a part of our panel discussion on Labor and Personnel in the Home Building Industry. We were also pleased to have Luke Young, Director of Purchasing for Cresleigh, sit in with us and chime in with his perspective. The session was presented and moderated by our own Kathy Mortensen, who added her considerable experience to the mix as well.

All the representatives have impressive backgrounds and longevity in home building and related trades, and so we were very excited to get their views on this topical subject. Here are some great snippets of the questions and excellent points made during the webinar:

We asked about the National Housing Starts statistics of the number of permits dropping off at the end of the year, and our panelists disagreed. In their experience, permits

Announcing...

Joe Cornerstone



Got questions?

Joe's got your answers!

Cornerstone is excited to roll out this latest Blog on our website:

"Ask Joe Cornerstone"

Simply submit your questions using the easy form and get some free answers from our experts -- or browse the many questions Joe's already answered.

You can also sign up to follow Joe on **Twitter** to have a plethora of knowledge

have gone up.

Panelists told us that they are experiencing solid growth. They agree that affordability is a big issue, but the affordability of houses is being impacted by the finite number of work crews available, especially in California. Crews are often lured away from affordable housing jobs by more money on other projects.

When we questioned our panelists on their enticements to our country's youth...

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There's a **cool new tool** in town...

by Jennifer Saldana
informXL/Center6
Guest Contributor

Let's face it. Security set up and management in complex ERP environments can be daunting. A lot is resting on iron clad security mechanisms being put in place and monitored over time. Implementers, IT managers and even department line managers are charged with ensuring that proper security mechanisms exist across the operational software supporting homebuilder operations, but with so many internal controls, user roles and personnel, visibility into broad and detailed security set up can be challenging.

Enter informXL and the **new User Security Analyzer**, now available in the informXL 4.5 for NEWSTAR release. This new

at your fingertips,
delivered straight to
you, starting today.

[Click here to go to our website and get started](#)

[We are Certified!](#)

We have just added two new Certifications to our list for 2018:

- **Microsoft CRM - Configuration**
- **Click Dimensions**

[To see all of our great Certs, visit our website today!](#)

We can't let another newsletter go without the magically beautiful and calming sounds of **SINGING HORSES**.

Have a ball clicking them on and off for your own satisfying creations in this addicting little game (flash required):

Analyzer will benefit anyone responsible for maintaining or auditing user security access in NEWSTAR, especially IT personnel, Controllers or those performing internal audits. It can be used for a variety of tasks, including:

- **[Click to read more](#)**
- **[Contact your rep to get it today](#)**



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