

NAHB PROFESSIONAL DESIGNATION PROGRAMS

Mark your calendar, make plans and get ready for
the NAHB Professional Designation Programs on

**October 5, 6 & 7, 2008 at the
University of Virginia, Charlottesville, VA**

INVEST IN YOUR FUTURE - INVEST IN YOUR BUSINESS!!

You don't want to miss out on the NAHB Professional Designation Programs!

This professional designation program is recommended for builders who want to improve their bottom line by focusing on the business of building. CGB emphasizes business and management skills in the five core areas of Building Technology, Business Finance, Project Management and Sales & Marketing as the keys to running an efficient and profitable building business. Whether you are new to the industry or just looking to keep your skills sharp and your business on the cutting edge, this program will help you meet your professional goals.

Choose just one or choose from five programs designed to help you earn recognition as a top professional by the home building industry!

Certified Graduate Builder (CGB)

Recommended for small volume builders and remodelers who are new to the industry to who have never taken a continuing education course.

Certified Graduate Remodeler (CGR)

Designed by remodelers to help other remodelers raise their level of business performance.

Certified Graduate Associate (GCA)

This is a special designation to upgrade your professional skills and the learn the building business from your peers.

Graduate Master Builder (GMB)

The courses in this series are more advanced with indepth instruction geared for experienced building professionals.

Certified Aging-in-Place Specialist (CAPS)

This course is designed for builders and remodelers, it will teach the best practices in communicating and interacting with the rapid growth of the older adult population.

Mark your calendar and make plans to:

- Earn a professional designation in the housing market
- Achieve professional growth and development
- Share and receive knowledge and insight with other building professionals
- Develop a valuable peer network

Click [here to register](#) for the NAHB Professional Designation Programs and [click here for a schedule](#) of courses.

For more information on HBAV and upcoming events go to our website: <http://www.hbav.com>.

Home Builders Association of Virginia
707 East Franklin Street
Richmond, Virginia 23219

~ SUNDAY, OCTOBER 5 ~

BUILDING CODES & STANDARDS

This course discusses the International Residential Codes (IRC) and identifies the organizations that develop, revise and regulate building codes and standards. Emphasis is on state and local building departments, plan review, building permits, inspections, code enforcement and the appeal process. This course also presents the numerous changes in the 2000 edition of the Uniform Statewide Building Codes. *CGB/CGA*

DIVERSIFICATION: CAPITALIZING ON NEW BUSINESS OPPORTUNITIES

Are you interested in diversifying your business to explore new, profitable opportunities? This one-day course for building professionals examines over twenty-five different opportunities to expand a business into new areas of the construction industry. Students will complete a Diversification Profile to explore their own diversification potential and identify the opportunities that are most desirable for them. They will learn about: · the pros and cons of different opportunities, · factors that can affect one's success in diversification, and · due diligence steps to take when preparing to diversify. *GMB*

BUSINESS MANAGEMENT FOR BUILDING PROFESSIONALS

Whether you are starting a new business or want to improve your current business, this course can provide you with a variety of essential "tools" for your business management toolbox. This one-day course discusses: the components of a business plan; defining and staffing your business; performance tools for managing and monitoring administration, sales, and production; and strategies for managing common challenges experienced in startup businesses. *CGA/CGB/CGR/CAPS*

~ MONDAY, OCTOBER 6 ~

MARKETING & COMMUNICATIONS STRATEGIES FOR AGING & ACCESSIBILITY (CAPS I)

Millions of Americans are living longer and more active lives. And with their changing lifestyles, older Americans are also looking to revitalize their home environments. Identifying these opportunities and developing the skills to interact with 50+ customers can help you grow your business dramatically. Learn best practices in communicating and interacting with this exciting and evolving population, and take advantage of one of the fastest growing market segments in remodeling and related industries. *CAPS*

NEGOTIATING SKILLS

Builders negotiate daily with customers, employees, subcontractors, suppliers, and government officials. Negotiation skills often spell the difference between profit and loss, stress and success. With a combination of lectures, exercises, and role-playing, this course teaches strategies for specific negotiating situations, and builds confidence in the achievement of mutually satisfactory results. *CGA/CGB/CGR*

ESTIMATING FOR BUILDERS AND REMODELERS

NAHB tackles one of the toughest topics in building today – estimating. Remodelers and small-to-mid volume builders can take the mystery out of estimating with this eye-opening course. Topics covered include insurance and profit, quantity takeoff for various materials, labor and equipment productivity issues, and subcontractor bid considerations. You'll also learn how to develop winning bids and use estimates as a powerful management tool. Leave with information you can use in your business the very next day. *CGA/CGB/CGR*

~ TUESDAY, OCTOBER 7 ~

CONSTRUCTION, CONTRACTS & LAW

Many construction or remodeling companies are too small to hire legal staff. Owners and managers need to understand basic contractual law. This course provides a step-by-step explanation of how contracts sustain positive customer and supplier relations, provide for resolution of disputes, and minimize the risk of litigation. Participants learn about mandatory and optional provisions, warranties, and arbitration procedures. Special emphasis is given to troubleshooting contracts for unfavorable provisions. *CGA/CGB/CGR*

DESIGN/BUILD SOLUTIONS FOR AGING ACCESSIBILITY (CAPS II)

Formerly Home Modifications. The rapid growth of the older adult population of the United States is a huge opportunity for remodelers. As this consumer group expands, more and more are interested in remodeling their home to fit their new lifestyle and abilities. This Certified Again-in-Place (CAPS) course will help you understand the guidelines and requirements of accessibility, the importance of doing an assessment with input from occupational and physical therapists as well as qualified health care professionals, and the significance of good design in making modifications that can transform a house into a safe, attractive, and comfortable home for life. *CAPS*

EARTHCRAFT HOUSE SINGLE-FAMILY BUILDER TRAINING CERTIFICATION

This course is an advanced one-day seminar about optimizing building performance. It is intended to educate builders in designing buildings that perform efficiently and without assemblies that spall, decay, corrode, peel, condense water, leak air and water, encourage mold and otherwise annoy occupants and result in builder call backs and possible litigation. The course will focus on how to correct these problems in existing buildings and how to avoid them in new buildings. Participants will learn fundamental building science principles as well as applications in building investigations and sustainability. (*Green Building course, not affiliated with the NAHB Program*)

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October 5, 6, & 7, 2008

University of Virginia in Charlottesville, VA



Sponsored by
**VIRGINIA HOUSING DEVELOPMENT AUTHORITY
 & DOMINION VIRGINIA POWER**



Please print

Name _____ Phone (____) _____
 Company _____ Fax (____) _____
 Address _____ E-Mail _____
 City/State/Zip _____ Local Association _____

REGISTRATION FEE: (Must be prepaid, lunch & parking included, lodging separate)
MEMBERS: \$195.00 PER COURSE (\$535.00 FOR THREE COURSES)
NON-MEMBERS: \$250.00 PER COURSE

****** NO REFUNDS AFTER SEPTEMBER 15TH ******

CHOOSE ONE COURSE FOR EACH DAY OF OFFERINGS:

Instructors

SUNDAY, October 5: 12:00 Noon-7:00 p.m.	<input type="checkbox"/> Building Codes and Standards (CGA/CGB)	Roger Mercer II Richard Pagotto Shaun Smith
	<input type="checkbox"/> Diversification: Capitalizing on New Business Opportunities (GMB)	
	<input type="checkbox"/> Business Management for Building Professionals (CGA/CGB/CGR/CAPS)	
MONDAY, October 6: 9:00 a.m.-5:00 p.m.	<input type="checkbox"/> Marketing & Communications Strategies for Aging & Accessibility (CAPS I)	Shaun Smith Richard Pagotto Wallace West
	<input type="checkbox"/> Negotiating Skills (CGA/CGB/CGR)	
	<input type="checkbox"/> Estimating for Builders and Remodelers (CGA/CGB/CGR)	
TUESDAY, October 7: 9:00 a.m.-5:00 p.m.	<input type="checkbox"/> Construction Contracts & Law (CGA/CGB/CGR)	Richard Pagotto Shaun Smith Charles Bowles
	<input type="checkbox"/> Design/Build Solutions for Aging & Accessibility (CAPS II)	
	<input type="checkbox"/> EarthCraft House Single-Family Green Builder Training Certification (One Day Training Certification – Not Affiliated with NAHB)	

CGB - Indicates Credit for Certified Graduate Builder
 CGR - Indicates Credit for Certified Graduate Remodeler
 CAPS - Indicates Credit for Certified Aging in Place

CGA - Indicates Credit for Certified Graduate Associate
 GMB - Indicates Credit for Graduate Master Builder

Take Business Management, Caps I & II and be CAPS Certified!

Please mail this form immediately with your registration fee to: Home Builders Association of Virginia,
 707 East Franklin Street, Richmond, Virginia 23219 * Telephone (804) 643-2797 * Fax (804) 780-2482

AMOUNT: _____

Card #: _____

Method of Payment: Check (made payable to HBAV)
 VISA
 MasterCard
 American Express

Expiration Date: _____

Signature: _____

ACCOMMODATIONS - (CALL TO MAKE YOUR OWN RESERVATIONS)



COURTYARD UVA MEDICAL CENTER BY MARRIOTT
 1201 West Main Street, Charlottesville, Virginia 22903 (434) 977-1700
 Rates: \$99.00 Single/\$99.00 Double

Reservations need to be made by September 29th to guarantee above rates. (Be sure to mention HBAV)