

Basics of Building

Building and Remodeling from the Inside Out

Instructor: Cary Butler, CAPS, CGR

Become a better industry partner by learning about the residential construction process from the builder / remodeler's point of view. Associate members, builder / remodeler company staff, REALTOR®s, and others will learn the basic fundamentals of what it takes to build or remodel a home. With that knowledge, you will be able to see how your own interests, requirements, and processes affect—and are affected by—those of the builder / remodeler.

As a graduate of this course, you will be able to:

- Describe product types, current trends and stakeholders in the residential construction industry.
- Contrast and elaborate on the sales and marketing functions of the residential construction industry.
- Articulate the criticality and complexity of land acquisition and development.
- Outline types of financial tools available to support building and remodeling projects.
- Assess strategies to strengthen the relationship between suppliers and builders/remodelers.
- Explain the critical path of steps in the residential construction process, including post-construction activities such as closing, customer care and after-the-sale service.

Designation Credit:

CGA (requirement), Master CSP

Continuing Education Credit:

CAPS, CGA, CGB, CGR, CMP, GMB

Other Credit:

8 Real Estate Continuing Education Hours



May 14, 2010

8:00 am—5:00 pm

**Spokane Home Builders Association
5813 E. 4th Avenue
Suite 201
Spokane Valley, WA 99212**



Additional Information

BASICS OF BUILDING

May 14, 2010

Check-in: 7:30 am
Session: 8:00 am—5:00 pm

Location:
SHBA Boardroom
5813 E. 4th Avenue
Suite 201
Spokane Valley, WA 99212

Pre-Registration Required
by May 6, 2010

Call SHBA at 509-532-4990
with questions.

To Register

By Phone
509-532-4990

By Fax
509-532-4980

By Mail
5813 E. 4th Ave.
Suite 201
Spokane, WA 99212

Online
www.biaw.com

Registration Information

(one form per attendee)

NAME _____

COMPANY _____

MAILING ADDRESS 1 _____

MAILING ADDRESS 2 _____

CITY _____

STATE, ZIP _____

PHONE _____

FAX _____

E-MAIL ADDRESS _____

Please note: It is the policy of SHBA, BIAW & NAHB not to share or sell its e-mail addresses.

Registration Fees

Includes course materials.

Member \$200 Non-member \$250

Payment Information

Check (Make payable to BIAW)

MasterCard Visa

CREDIT CARD NUMBER _____

EXP. DATE _____

VIC CODE _____

NAME ON CARD _____

SIGNATURE _____

Payment and Cancellation Information

PAYMENT MUST ACCOMPANY REGISTRATION.
CANCELLATION POLICY: 48 hours or more prior to the course—full refund.
Less than 48 hours or failure to attend—liable for the entire fee.