

**Corporate College East, 4400 Richmond Road, Warrensville Hts., OH 44128**

Call Brenda Callaghan or Michelle Michaels at HBA Office 216.447.8700 or

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## REGISTRATION

*For More Detailed Information on instructors, class descriptions, etc. visit [HBACleveland.com](http://HBACleveland.com)*

### **NAHB CLASSES – One Day NAHB Classes required for Designations:**

- **NAHB Classes below include the Economic Forecast Luncheon & Access to all One-Hour Classes**
  - **NAHB Materials need to be ordered for each student – Deadline is November 15**

- |   |  |              |
|---|--|--------------|
| <input type="checkbox"/>  | <b><u>CAPS I - Aging in Place</u></b> Presented by <i>Laura Mineff</i> - (All Day Class) | <b>\$399</b> |
| CAPS I is a one-day class. This course equips you with the knowledge and tools to effectively market and sell services to the Aging In Place market. <b>CAPS II &amp; III will be offered at HBA to complete your certification- Dates TBD.</b> |  |              |
| <input type="checkbox"/>  | <b><u>BUSINESS MARKETING</u></b> Presented by <i>Bill Owens</i> (All Day Class)          | <b>\$299</b> |
| This course gives you an overview of the many types of marketing and sales tools to help you build your unique brand. <b>Required for CGB, CGR</b>  |  |              |
| <input type="checkbox"/>  | <b><u>BUSINESS MANAGEMENT</u></b> Presented by <i>Bill Owens</i> (All Day Class)         | <b>\$299</b> |
| This course gives you a solid foundation for managing small to medium size building/remodeling and service companies. <b>Required CAPS, CGA, CGB, CGP, CGR, Master CGP.</b>   |  |              |

**No# Attendees:**    **CAPS (\$399)** \_\_\_\_\_    **Business Marketing(\$299)** \_\_\_\_\_    **Business Management (\$299)** \_\_\_\_\_

### **BUSINESS WORKSHOPS (90 Minutes to 3 hours)** - (May Attend all 4 Workshops for \$199)

**\*Workshops include the Economic Forecast Luncheon & Access to all One-Hour Classes**

1. **WHAT MAKES A TOP SALESMAN** by *Hal Becker*
2. **HOW TO MANAGE PEOPLE NOT PAPER** by *Hal Becker*
3. **BEST PRACTICES OF PURCHASING & ESTIMATING** by *Jason French*

**No# of Attendees taking Workshops** \_\_\_\_\_ **x \$199**

### **OSHA 2 Day 10 hour Safety Class**

**\$199**

A 10 hour class, over both days from 10 am - 4 pm (MUST attend both days)

**\* Lunch is on your own for both days. Many local restaurants nearby - list will be provided on site.**

**No# Attendees for OSHA Certified** \_\_\_\_\_

2-Day Ticket Package – Good for all of these One Hour Classes (both days)

\$199

*\*Includes a Ticket to Annual Economic Forecast Luncheon*

- **Not In My Back Yard** – Christopher Mykytiak, Hahn Loeser  
The session will focus on best practices in dealing with NIMBY neighbors. Participants will learn strategies to minimize the impact of objecting neighbors when seeking zoning approvals.
- **BuilderTrend Software: Top 10 Features You Should Be Using** - Paul Wurth, *BuilderTrend*
- **Flooring: Understanding Ceramic and Stone Tile Installations & Issues** – Andrew Fronczek, FloorWorks
- **Luxury Vinyl Tile Floors: Features, Installations & Pitfalls** - Andrew Fronczek -
- **Hardwood Flooring – Things You Should Know When Installing Solid & Engineered Floors** –Fronczek
- **Energy & Moisture Movement in Homes** – Brian Lieburn, DOW
- **Construction Moisture** - Brian Lieburn, DOW
- **Building Control Layers** - Brian Lieburn, DOW
- **QuickBooks: Best Practices** – Corrigan Krause and DMS Management Solutions
- **Porcelain: Installation & Best Practices** –Mont Surfaces by Mont Granite, Inc.
- **Rebates: Found Money or Impediment to Best Price?** - Ryan Lipchek, CBusa –
- **Understanding Today’s Home Technology & Infrastructure Options** – Horner Networks
- **Scams and Your Small Business** – Sue McConnell, Better Business Bureau –
- **Warranty & Contracts** – Russel O’Rourke, Esq., Meyers, Roman, Friedberg & Lewis, LLP
- **The Appraisal Report** – Dave Harmon, National Association of Independent Fee Appraisers
- **Cyber Security** – Robert Najjar, Digital Integrated Systems, Inc.
- **Marketing to the Generations** - The BDx Group

No# Attendees: \_\_\_\_\_ HBA will call with for Attendee names and classes (flexible)

Annual Economic Forecast Luncheon - Robert Dietz

**COST: \$99**

Robert Dietz, Ph.D. is the Chief Economist and Senior Vice President for Economics and Housing Policy for NAHB, where his responsibilities include housing market analysis, economic forecasting and industry surveys, and housing policy research.

**VENDOR EXPO – Monday and Tuesday / 4 to 6 p.m. – CASH Prizes Every 30 minutes - FREE**

**Monday – 4 to 6 pm - Reception & Expo – Visit Vendors and see new products**

**Thursday – 4 to 6 p.m. Reception & Expo - Visit Vendors and see new products**

**TOTAL PACKAGES: (Register 4 or more employees and receive a 10% discount)**

NAHB (\$399) \_\_\_\_\_ (\$299) \_\_\_\_\_ Workshops (\$199) \_\_\_\_\_ OSHA (\$199) \_\_\_\_\_ 2-Day (\$199) \_\_\_\_\_ Forecast Lunch(\$99) \_\_\_\_\_

**TOTAL COST:** \_\_\_\_\_ HBA will call to for ATTENDEE NAMES for NAHB designation classes, workshops and 1-hour seminar choices

\_\_\_\_\_  
Main Contact Person

\_\_\_\_\_  
PHONE

\_\_\_\_\_  
COMPANY NAME

\_\_\_\_\_  
Contact Person Email

**PAYMENT**

CREDIT CARD

CHECK payable to HBA Greater Cleveland

INVOICE ME

\_\_\_\_\_  
NAME ON CARD

\_\_\_\_\_  
CARD NUMBER

\_\_\_\_\_  
CODE

\_\_\_\_\_  
EXP DATE

\_\_\_\_\_  
BILLING ZIP CODE