



Want to earn your **Certified Green Professional Designation**?

The Home Builders Association of Jackson will be offering courses for industry professionals to earn their NAHB Certified Green Professional Designation on March 1-3, 2010. The CGP designation consists of two courses, Green Building for Building Professionals and Business Management for Building Professionals. ***In order to receive the designation both courses must be completed.*** The courses will be taught at the HBAJ building in Ridgeland, MS by NAHB approved speaker Thomas Gotschall.

Program Information:

The National Association of Home Builders' Certified Green Professional™ designation recognizes builders, remodelers and other industry professionals who incorporate green building principles into homes— without driving up the cost of construction. Class work leading to the designation provides a solid background in green building methods, as well as the tools to reach consumers, from the organization leading the charge to provide market-driven green building solutions to the home building industry.

Green Building for Building Professionals (2 day course)

March 1-2, 2010 • 8:30 a.m. - 4:30 p.m.

Fees: NAHB Members \$275 • Non-Members \$350

Learn how green homes provide buyers with lower energy costs and higher value. This 2-day course for building professionals discusses strategies for incorporating green-building principles into homes. You will learn how green homes provide buyers lower maintenance, better indoor air quality, and better long-term value. Techniques are also discussed for competitively differentiating your home products with increased indoor environmental quality as well as energy and resource efficiency. As a graduate of this course, you will be able to:

- Locate and design green building development sites
- Control moisture and durability for each component of the building envelope effectively
- Employ resource-efficient materials to achieve comfortable, safe and sustainable buildings
- Strategize ways to meet, exceed, and verify green building energy efficiency requirements
- Implement indoor and outdoor water conservation practices
- Achieve indoor air quality
- Consider green building objectives in a remodeling project
- Explain a homeowner's and builder's role in effective operation and maintenance of a green home
- Apply successful business management, marketing and sales strategies to sell green



Business Management for Building Professionals (1 day course)

March 3, 2010 • 8:30 a.m. – 4:30 p.m.

Fees: NAHB Members \$175 • Non-Members \$225

Learn the management skills that give industry leaders the edge. This course will give you a solid foundation in those best business practices so valuable to smaller businesses: planning, organizing, staffing/directing and controlling. By using case studies and sample forms, your instructors give you practical and applicable tools for management success. As a graduate of this course, you will be able to:

- Discuss common business challenges and learn practical tips and tools to overcome them
- Explain the three basic functional areas within a company
- List the five main tools used to improve a business
- Apply each of the five Ps to the three functional areas of the business
- Identify methods of recruiting, interviewing, training, and retaining quality personnel
- Apply the key measures of business performance to your own business

Questions regarding the Certified Green Professional Designation courses?

Please contact Spence Tribble at 601-362-6501 or spence@hbajackson.com.

Registration:

Name: _____ Company: _____

Phone: _____ Email: _____

- I would like to attend both courses to earn my Certified Green Professional Designation.
- I would like to attend only Green Building for Building Professionals.
- I would like to attend only Business Management for Building Professionals.

Payment Information:

To pay for your course attendance with a MasterCard, Visa, or AmEx please fill out the following portion completely. To pay by check please mail check and registration to HBAJ, P.O. Box 1860, Ridgeland, MS 39158.

Card #: _____ Expiration: _____ Code (3 digits on panel): _____

Billing Address for Card: _____ City, State, Zip: _____

Please fax your registration to HBAJ at (601) 982-7684.

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