

**2021 Course Catalog**

**Mandatory CE Course: Available all dates!**

Students will review current law, regulations, rules, and statutory terminology used by the NCLBGC. Students will also participate in a practical exercise in the application of knowledge they learned and understood during the course.

1. Understand and explain the difference between authorized and unauthorized use of a license and the potential consequences for failing to comply with licensing laws and rules.
2. Know and understand requirements for general contractors relating to building permits and inspections.

**Course Date: February 5, 2021**

**Instructor: Erik Anderson**

**BM206: Remodeling: The Bad and the Good Strategies for Success:**

This course will look first at some of the mistakes remodeling companies make and discuss the consequences of these mistakes. After we have the negative ideas out of the way, we will concentrate on the successful tactics of many remodeling companies. Students will review and discuss various remodeling benchmarks to which a company can strive.

**DS103: What's new with Kitchen and Baths**

We will summarize information provided by national organizations and speakers relating to the hottest trends for kitchen and bath designs that we are seeing today. Then we will discuss these trends from both a national and regional standpoint.

**Course Date: February 19, 2021**

**Instructor: Josh Collins**

**BT109: Comfort and Indoor Air Quality**

Selling comfort is a difficult proposition and requires knowledge of building s.

**BT112: The Sealed Attic**

In this course a student will learn the basic principles behind a sealed attic. The student will be able to competently answer questions about the key differences between a sealed attic and a vented attic. They will also use the current building code to outline the basic design differences and benefits of sealed attic.

# HOME BUILDERS

ASSOCIATION OF WINSTON-SALEM • Building Professionals

**Course Date: March 19, 2021**

**Instructor: Robert Privott**

## **PM107: Building Codes**

Builders and remodelers need to execute projects that comply with relevant codes and standards. This course explains why regulations are written, which agencies write them and how to deal with the representatives of those agencies. Topics include state and local building departments, plan review, permits, inspections, code enforcement and the appeals process. You will also discuss changes to the 2018 NC Residential Building Codes.

## **BT110: Asbestos and Lead Awareness**

Renovation, repair, and demolition activities can create hazardous dust and chips by disturbing asbestos or lead-based paint if present in an existing building or structure. Every occupational exposure to asbestos or lead based paint contributes to the risk of getting asbestos or lead-related diseases in addition to exposing building occupants to those risks. This awareness training program helps make contractors aware of the hazards associated with these types of materials and how to best protect themselves, their employees and building occupants.

**Course Date: June 25, 2021**

**Instructor: Grady Thomas**

## **CS104: The Elements of a Successful Builder & Realtor Relationship**

This course will establish the credibility and importance of both the Builder and the Realtor during the "building" process for buyer(s). The major intent is to provide the ability for all three parties (Builder/Realtor/Buyers) to have a "winning" and successful experience. Students should learn the tactics and tools necessary for them to successfully navigate the relationship with the Realtor during the acquisition phase of the build as well as to cooperate and capitalize on the skills and experience that both the Builder and Realtor have for the client's benefit. The course is meant to outline how to establish guidelines, timelines, and correction procedures without jeopardizing the relationship and the integrity of all parties ... including the buyer.

## **BM101: How to Save Money Through Tax Laws**

This course will review the alternative legal forms that may be used to conduct a building/construction business, including proprietorship, partnerships, joint ventures, limited partnerships, C corporations and S corporations. The pros and cons of each type of entity will be examined in terms of personal liability exposure. The income tax and social security tax consequences of each type of entity, as well as the impact on fringe benefit and retirement programs, will be explored.

# HOME BUILDERS

ASSOCIATION OF WINSTON-SALEM • Building Professionals

**Course Date: November 23, 2021**

**Instructor: Chad Collins**

## **PM109: Final Walk-Through: The Buyer Orientation**

All construction/new home builds/remodel projects have a final walk-through. This meeting can be stressful to the General Contractor and the Client. This course will help identify best responses to client/agent tolerances with respect to workmanship, home inspector opinions and warranty liability. This course provides resources for General Contractors to create an educational tone to the meeting rather than a simple search for cosmetic deficiencies. Outlining a Walk-Through procedure, this course aims to strengthen all contractors leading to project success and Client happiness.

## **PM208: Project Management 101**

All Contractors are project managers. Designed to identify and strengthen contractor knowledge, this class will review the five basic elements of phased project management: Initiation/Sales, Planning/Design, Monitoring/Controlling and Close phase with content and a comprehensive selection of photos. This course is relevant to all regardless of job title or position.

**Course Date: November 30, 2021**

**Instructor: Erik Anderson**

## **BM301: Long Range Business Planning**

Learn how to plan your strategy for company direction and growth over the next 10 years.

## **MK104: Marketing Creating an Outstanding Company in a Traditional Industry**

Have you ever thought, "Wow, that was a great idea, why didn't I think of that?" Well, we are going to discuss some unique ideas on how to market you and your business. We are going to look at out-of-the-box ideas that may actually be right in front of us. We want to focus on being the outstanding company in an otherwise ordinary industry.

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