

2022 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: June 24, 2022

Instructor: Steve Monroe

MK106: Effective Marketing Strategies for New Construction

New Construction Builders often have incredible homes to sell, build and design. However, challenges with technology, budgeting and market fluctuation often reduce the market share every New Construction Builder can obtain. Effective Marketing Strategies for New Construction is a complete guide to creating a marketing plan that works! A review of the Builder's state regulated responsibilities and ethical practices combined with reviewing current marketing strategies, competition, market demographics, detailed descriptions of media and advertising platforms and mechanisms, and steps to create your marketing plan. Students will recognize the importance of a seamless virtual presence in New Construction Marketing and gain the ability to complete/implement an effective marketing plan using the template and information in this course.

PM304: Building Quality Relationships with Trade Contractors

In today's construction industry, changing technologies, increased litigation and desperation to find good, quality labor have made good Trade Contractor relations more important than ever. This course will focus on the ups and downs general contractors face in finding good trade contractors and training them in communications, scheduling and understanding the legal challenges, all while building long lasting relationship with the trades.

Course Date: August 19, 2022

Instructor: Rusty Kling

CS103- Common Contracting Mistakes Caused by Poor Communication

This course will help students to better understand the need to, and how to, communicate with trade partners, suppliers and the client. There will be applied learning in "mirroring" listening techniques to help the student learn how to communicate clearly with another party. What is learned will then be applied in case study format.

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.

Course Date: September 16, 2022

Instructor: Steve Knight

BT110- Asbestos & 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.

BT205- Advanced Design of Roofs & Ceilings

This course covers roof and ceiling design requirements found in the current North Carolina Residential Building Code. Roof/ceiling code loading requirements and load calculating procedures with specific instruction on the design, bracing and support for rafters, ceiling joists and girders/beams will be discussed. Wood roof trusses will also be thoroughly reviewed. Attendees will have an opportunity to work through a simple house plan to determine the location and size of the rafters and ceiling joists and girders required.

Course Date: November 10, 2022

Instructor: Sean Sullivan

BT210- IAQ (Indoor Air Quality): The Key Ingredient to Whole Living

Green building is not a new concept to most of us, after all, it has been around since the beginning of time. However, as our new homes envelopes have gotten tighter, we are in danger of poisoning the inhabitants with toxins and poor IAQ. In today's class, we are going:

To introduce you to the concept of Whole Living

To recognize the dangers that selections and furnishings can present to the home

To explore and identify the pollutants that contribute to poor indoor air quality during the construction process

To identify construction practices that reduce particulates and increase IAQ

To present real solutions to furnishing a new home

BM204 Can Your Business Survive a Construction Defect Claim

Today we live in the most litigious society that we have ever seen. While we are busy trying to keep sales coming in the door, fill open labor positions, and build homes, someone is dropping the ball. A simple oversight can lead to costly corrections, enormous stress, and the potential loss of your business. It's not just a matter of if, but when it will happen. This course will prepare your business for the protection it needs from potential litigation, keep your profits up, and your business running smoothly!

Course Date: November 22, 2022

Instructor: Josh Collins

BT212 Sealed Crawlspace

Students in this course will achieve a working understanding of how a sealed crawl space differs from a vented crawl space. They will be able to layout a construction sequencing based upon best practices for installation. Students will be able to answer questions, both technical and basic, on the advantage of a sealed crawl space and as to why a sealed crawlspace did not function as expected.

BT108 Resource Efficiency and Materials

Build confidence in your product by learning the best practices for water management and resource efficiency. Maintaining a clean and dry building assembly ensures not only jobsite appearance but longevity of the building structure as well.

Course Date: November 29, 2022

Instructor: Erik Anderson

BM201 Basic Business Planning

Just as you wouldn't start driving without directions or a roadmap to your destination, a business plan is critical to reaching your business goals. Learn how to create a business plan around which you can organize your priorities to ensure that you reach your goals.

BM 114 The Numbers Behind a Successful Remodeling Company

Knowing your numbers is the first step in creating a successful remodeling business. First, this class will review the typical structure, function, and processes of a remodeling company. We will discuss overhead structure, profit and loss statements, and why it is nearly impossible to do both new construction and remodeling successfully. At the end of this class, you will be able to determine your overhead, your markup, and calculate, using numbers, what your yearly profit will be.

