



REGISTER ASAP FOR THESE “GREEN” DESIGNATION COURSES!

Green Building for Bldg. Professionals

February 11 & 12, 2010

Times: 8 a.m. – Registration/Light Bft.
8:30 a.m. to 5 p.m. – Training
(Lunch included both days)

Place: **HBA Office**
(10104 Old Olive Street Road, 63141)

Cost: **\$255** – Green Bldg. Council Mbrs.
\$285 – HBA members/guests
\$375 – Non-members

NOTE: Pricing reflects a pass-through of the
NAHB “Designation Month” discount.

Details: Learn to provide buyers with lower energy costs and higher long-term value. This course will cover green basics as well as strategies for incorporating green principles into your homes without driving up the direct costs of construction. Students will also learn how green homes can provide buyers with fewer maintenance issues and better indoor air quality. Lastly, students will be given sales techniques to differentiate green homes from traditional homes being built in the marketplace.

Bus. Management for Bldg. Professionals

Friday, March 5, 2010

Times: 8 a.m. – Registration/Light Bft.
8:30 a.m. to 5 p.m. – Training
(Lunch included)

Place: **HBA Office**
(10104 Old Olive Street Road, 63141)

Cost: **\$195** – HBA Council Members
\$225 – HBA members
\$285 – Non-members

Details: Learn crucial management skills to build a solid foundation of best business practices (including planning, organizing, staffing, directing and controlling). Attendees will be able to:

- Discuss common business challenges and use practical tips/tools to overcome them
- Explain the three basic functional areas within a company
- List the five main tools used to improve a business
- Apply the five P’s to the three functional areas
- Identify methods of recruiting, interviewing, training and retraining quality personnel
- Apply the key measures of business performance to any company

To Register for Either Course:

Fax separate HBA Reservation Forms to 314-432-7185 **no later than** Friday, January 22. You may also register for each course separately by going to www.stlhba.com/events.

NOTE: Cancellations for either course must be made 10 business days in advance. A cancellation fee of \$25 will apply after February 5 (substitutions permitted). No-shows will be responsible for entire payment. Completion paperwork will be withheld until payments are received.

Take Both Classes – Earn the CGP Designation! Any student that completes both of these classes will be eligible to earn the ***Certified Green Professional*** (CGP) designation from NAHB! To find out more about NAHB designations and related fees, go to www.nahb.org/designations.

About the Instructor: **Matt Belcher, CGP** is a nationally recognized green builder. His popularity as a speaker and trainer for the residential construction industry continues to grow. He’s the owner of Belcher Homes in St. Louis, MO and is the author of, “*Build Green and Save: Protecting the Earth and Your Bottom Line*” published by NAHB. He’s a past president of the St. Louis HBA and has served on many HBA committees through the years. He continues to serve as the chair of the St. Louis HBA’s Green Building Council and also serves on the NAHB Green Building Sub-Committee of the National Codes Committee.



**GREEN
BUILDING
COUNCIL**

SPACE IS LIMITED – REGISTER EARLY!
QUESTIONS? CONTACT STEVE LOOS AT 314-994-7700 (x119).