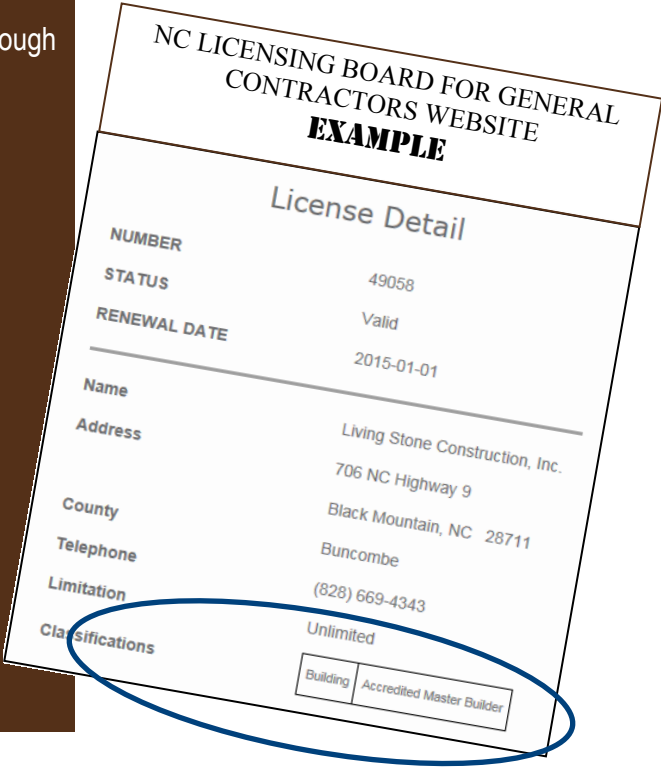


# 4 Ways An NCBI Designation Benefits Your Business

1. SET YOUR COMPANY APART FROM OTHER BUILDING COMPANIES. Less than 75 builders currently have a professional designation through the N.C. Builder Institute, so you will be part of an elite group of professionals.
2. BE RECOGNIZED BY THE NC LICENSING BOARD FOR GENERAL CONTRACTORS. Not only will your designation appear on your General Contractor's license, but a notation will appear when potential clients verify your company's license on the N.C. Licensing Board for General Contractors website.
3. BE LISTED ON THE NC HOME BUILDERS ASSOCIATION WEBSITE. All NCBI designee holders are listed on nchba.org, giving you further publicity and recognition. NCHBA also promotes new licensees with your local media through press releases.
4. INCREASE PROFESSIONALISM AND KNOWLEDGE. The constantly changing curriculum and expert NCBI instructors will help your business grow and prosper.



PO Box 99090  
Raleigh, NC 27624

(919) 676-9090  
[www.nchba.org](http://www.nchba.org)

**SPRING SESSION  
NOW ENROLLING  
MARCH 7-9, 2017**

***Classes will be held at  
Builders First Center  
5580 Centerview Dr.  
Raleigh, NC 27606***

PRESORTED  
STANDARD  
US POSTAGE  
**PAID**  
RALEIGH, NC  
PERMIT #2483

## Earn a Professional Designation ... Set Yourself Apart from the Competition!

**Accredited Builder (AB):** From the ground up, this certification program offers a comprehensive overview of key areas in the home building industry. All subject areas are designed to appeal to a broad range of individuals with varying backgrounds and levels of formal education and will cover all major areas necessary for success. *Requirements: 72 hours of course work in the 100 and/or 200 level curriculum.*

**Accredited Master Builder (AMB):** Expert information designed exclusively for the experienced builder. Master courses will take you beyond the basics and into advanced instruction on negotiation, quality construction, diversification and much more. *Requirements: Earn AB designation, then complete additional 40 hours of course work in the 300 level courses.*

**Accredited Remodeler (AR):** This designation is designed for the general contractor who wants to learn more about the remodeling segment of the home building industry. Students will gain a broad education in the key areas of home building, along with specific education related to the remodeling segment, such as project and time management. *Requirements: 16 mandatory hours (specific courses) and 56 elective hours totaling 72 hours of course work on the 100 and/or 200 level of the NCBI curriculum. Mandatory hours are: BM106, BM206, BM109 and BM209.*

**Accredited Associate (AA):** This designation offers associate members valuable knowledge about the home building industry. Associates can take advantage of this great networking time to build relationships with potential clients while developing knowledge of new industry trends and techniques. *Requirements: 48 hours of course work in the 100 and/or 200 level courses.*

**Accredited Master Associate (AMA):** This designation offers associates the opportunity to further their training at the master level. *Requirements: Earn AA designation, and then complete additional 40 hours of course work in the 300 level courses.*

**Accredited Residential Superintendent (ARS):** Designed for the field superintendent or site personnel looking to excel in their current position, this program will give students the tools needed to be a success in the home building industry. *Requirements: 24 mandatory hours and 24 elective hours in the 100 and/or 200 level curriculum. Mandatory hours are: PM101, PM201, DS102, PM103, PM203, and PM204.*

FEES	By Feb. 24	After Feb. 24
4-Hour Class	\$95	\$115
8-Hour Class	\$190	\$230

### LOCATION:

Builders First Center  
5580 Centerview Dr., Raleigh, NC 27606

### Need a hotel?

A room block is reserved at the Hilton Garden Inn, 131 Columbus Ave., Cary, NC 27518 for \$129/night. Call 919-377-0440 by 2/14/17 and ask for the NCHBA group rate.

### HOW TO REGISTER

To register online visit [www.nchba.org](http://www.nchba.org) click on the Education tab and NCBI Login or download the registration form.

### MORE INFORMATION

Alison Barnes (800) 662-7129 or [abarnes@nchba.org](mailto:abarnes@nchba.org)

# 2017 NC Builder Institute Spring Session Schedule

REGISTER ONLINE at [www.nchba.org](http://www.nchba.org) then click on “Education” tab and “NCBI Login”  
- or - download the Registration Form

REGISTER ONLINE at [www.nchba.org](http://www.nchba.org) then click on “Education” tab and “NCBI Login”  
- or - download the Registration Form

March 7, 2017

**BM104 Construction Contracts & Preventative Law (8 Hours)**

This course is designed to assist contractors in enjoying successful projects by avoiding conflicts and legal disputes through the use of comprehensive contracts. Participants will receive valuable information with respect to the essential elements of a contract and the essential provisions which should be addressed in construction contracts in order to avoid disputes. The potential rights, remedies and liability of owners, contractors, subcontractors and suppliers will be examined, as well as, alternatives for dispute resolution.

Designations: AB, AA, AR, ARS                      Instructor: Anne Caywood

**BM104 Construction Contracts & Preventative Law (8 Hours)**

This course is designed to assist contractors in enjoying successful projects by avoiding conflicts and legal disputes through the use of comprehensive contracts. Participants will receive valuable information with respect to the essential elements of a contract and the essential provisions which should be addressed in construction contracts in order to avoid disputes. The potential rights, remedies and liability of owners, contractors, subcontractors and suppliers will be examined, as well as, alternatives for dispute resolution.

Designations: AB, AA, AR, ARS                                      Instructor: Anne Caywood

**LD304 Active Listening, Coaching & Counseling (8 Hours)**  
Everyone wants to be heard. Coaches get the credit for whether a team loses or wins no matter what the players are like. Counseling is more than giving advice. Participate in this class to hone your skills and discover the secrets of great listeners, coaches, and counselors. Everyone has these skills, but most times never access their inner being to cultivate the necessary behavior. This class will aid the participant in activating what they already possess.  
Designations: AMB, AMA  
Instructor: Greg Isenhour

**LD304 Active Listening, Coaching & Counseling (8 Hours)**  
Everyone wants to be heard. Coaches get the credit for whether a team loses or wins no matter what the players are like. Counseling is more than giving advice. Participate in this class to hone your skills and discover the secrets of great listeners, coaches, and counselors. Everyone has these skills, but most times never access their inner being to cultivate the necessary behavior. This class will aid the participant in activating what they already possess.  
Designations: AMB, AMA  
Instructor: Greg Isenhour

**BM109 Case Study of a Remodeling Company (4 Hours—AM Session)**  
Students will get a solid understanding of a company's background, using that information to analyze what issues the company is currently having. We will then create a game plan for success in sales, estimating, marketing, production and other key business categories. You will be able to use this process to analyze your own company to increase your efficiency and profitability.  
Designations: AB, AA, AR, ARS  
Instructor: Erik Anderson

**BM109 Case Study of a Remodeling Company (4 Hours—AM Session)**  
Students will get a solid understanding of a company's background, using that information to analyze what issues the company is currently having. We will then create a game plan for success in sales, estimating, marketing, production and other key business categories. You will be able to use this process to analyze your own company to increase your efficiency and profitability.  
Designations: AB, AA, AR, ARS  
Instructor: Erik Anderson

### **BT203 Building Energy Codes (4 Hours—AM SESSION)**

This course provides a basic introduction to the varied and complex issues associated with NC building energy codes and is designed to speak to a broad audience with an interest in building energy efficiency, including builders remodelers, architects, engineers and designers. The focus of this class will be to build long-term understanding of the NC Energy code requirements and lasting capabilities of the construction marketplace to meet or exceed all required Energy Code standards in building designs, approved plans and constructed buildings.

Designations: AB, AA, AR, ARS

Instructor: Robert Privott

### **BT203 Building Energy Codes (4 Hours—AM SESSION)**

This course provides a basic introduction to the varied and complex issues associated with NC building energy codes and is designed to speak to a broad audience with an interest in building energy efficiency, including builders remodelers, architects, engineers and designers. The focus of this class will be to build long-term understanding of the NC Energy code requirements and lasting capabilities of the construction marketplace to meet or exceed all required Energy Code standards in building designs, approved plans and constructed buildings.

Designations: AB, AA, AR, ARS

Instructor: Robert Privott

### **BM209 Anatomy of a Remodeling Project (4 Hours—PM SESSION)**

Using real life experiences, we will discuss in detail each step a remodeling company goes through, such as getting the phone to ring, discussing the initial client meeting, reviewing the sales process, pricing the project, making the presentation to the client, construction of the project, and, finally a discussion on client follow-up after the project is completed. You will gain valuable tools and ideas on how to improve your entire remodeling construction process, which is vastly different from the new home construction process.

Designations: AB, AA, AR, ARS                      Instructor: Erik Anderson

**BM209 Anatomy of a Remodeling Project (4 Hours—PM SESSION)**

Using real life experiences, we will discuss in detail each step a remodeling company goes through, such as getting the phone to ring, discussing the initial client meeting, reviewing the sales process, pricing the project, making the presentation to the client, construction of the project, and, finally a discussion on client follow-up after the project is completed. You will gain valuable tools and ideas on how to improve your entire remodeling construction process, which is vastly different from the new home construction process.

Designations: AB, AA, AR, ARS                                      Instructor: Erik Anderson

**PM107 Building Codes (4 Hours—PM SESSION)**  
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 2012 NC Residential Building Codes.  
Designations: AB, AA, AR, ARS Instructor: Robert Privott

**PM107 Building Codes (4 Hours—PM SESSION)**  
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 2012 NC Residential Building Codes.  
Designations: AB, AA, AR, ARS Instructor: Robert Privott

March 8, 2017

## **BT102 Basic Engineering Design (8 Hours)**

You will have the opportunity to identify basic engineering principals and practices incorporated in residential dwelling design and construction. This course offers students a working knowledge of engineering methodology involved in the performance of structural components of residential construction. Students are encouraged to bring their residential code books to class as they should also gain an understanding of engineered design relative to code compliance.

Designations: AB, AA, AR, ARS

Instructor: Steve Knight

## **BT102 Basic Engineering Design (8 Hours)**

You will have the opportunity to identify basic engineering principals and practices incorporated in residential dwelling design and construction. This course offers students a working knowledge of engineering methodology involved in the performance of structural components of residential construction. Students are encouraged to bring their residential code books to class as they should also gain an understanding of engineered design relative to code compliance.

Designations: AB, AA, AR, ARS

Instructor: Steve Knight

**BT103 Best Practices in Affordable Green Building (8 Hours)**  
Consumers generally want to live in a more sustainable lifestyle and are often confused on how to do so. Create a road map to show how sustainability is directly relevant to their individual lives and how they can benefit when purchasing your green home.  
Designations: AB, AA, AR, ARS Instructor: Chad Collins

**BT103 Best Practices in Affordable Green Building (8 Hours)**  
Consumers generally want to live in a more sustainable lifestyle and are often confused on how to do so. Create a road map to show how sustainability is directly relevant to their individual lives and how they can benefit when purchasing your green home.  
Designations: AB, AA, AR, ARS Instructor: Chad Collins

[illegible]

### **LD305 Ordinary People; Everyday Leaders (8 Hours)**

All of us are leaders everyday. In our construction businesses we are faced with leading people where they sometimes want to go, but most of the time where they want to go but don't know it yet. This course will focus on practical applications of sharing your vision with trade contractors, employees, and a host of others, and getting them to follow you.

Designations: AMB, AMA Instructor: Greg Isenhour

### **PM102 Take Off to Higher Profits (4 Hours—AM SESSION)**

This course will focus on the “nitty gritty” techniques for accurate and efficient quantity material and labor take-offs. Topics will cover how to create more accurate estimates in a more timely manner and some rules of thumb for various quantity take offs in residential construction.

Designations: AB, AA, AR, ARS

Instructor: Erik Anderson

### **PM102 Take Off to Higher Profits (4 Hours—AM SESSION)**

This course will focus on the “nitty gritty” techniques for accurate and efficient quantity material and labor take-offs. Topics will cover how to create more accurate estimates in a more timely manner and some rules of thumb for various quantity take offs in residential construction.

Designations: AB, AA, AR, ARS

Instructor: Erik Anderson

## PM202 What Does It Really Cost? (4 Hours—PM SESSION)

This course will look at different types of estimating and producing systematic, consistent estimates for higher profitability. We will discuss how to come up with your desired markup so you can price projects to your clients and know you will be making a profit. We will focus on taking the guess work out of estimating.

Designations: AB, AA, AR, ARS

Instructor: Erik Anderson

## PM202 What Does It Really Cost? (4 Hours—PM SESSION)

This course will look at different types of estimating and producing systematic, consistent estimates for higher profitability. We will discuss how to come up with your desired markup so you can price projects to your clients and know you will be making a profit. We will focus on taking the guess work out of estimating.

Designations: AB, AA, AR, ARS

Instructor: Erik Anderson

March 9, 2017

## **BT206 Building Efficiency (8 Hours) NEW COURSE**

Building efficiency is an umbrella concept that encompasses practices such as building envelope, appliances and lighting, water efficiency and user habits. In this course, the house as a system approach will be introduced and weighed against current building codes and homebuyer expectations. Students will learn about opportunities to improve the efficiency of a project from the ground up. Attendees will be presented with each of the major building efficiency components separately then learn how each of them interact with one another.

Designations: AB, AA, AR, ARS

Instructor: Chuck Perry

## **BT206 Building Efficiency (8 Hours) NEW COURSE**

Building efficiency is an umbrella concept that encompasses practices such as building envelope, appliances and lighting, water efficiency and user habits. In this course, the house as a system approach will be introduced and weighed against current building codes and homebuyer expectations. Students will learn about opportunities to improve the efficiency of a project from the ground up. Attendees will be presented with each of the major building efficiency components separately then learn how each of them interact with one another.

Designations: AB, AA, AR, ARS

Instructor: Chuck Perry

**DV301 Making a Development Deal Work**  
 This course will focus on the intricacies of successful land acquisition and development of raw land.  
 Designations: AMB, AMA  
 Instructor: Greg Isenhour

**DV301 Making a Development Deal Work**  
 This course will focus on the intricacies of successful land acquisition and development of raw land.  
 Designations: AMB, AMA  
 Instructor: Greg Isenhour

### **BT204 Advanced Design of Floors (4 Hours—AM Session)**

This course covers the floor design requirements found in the current North Carolina Residential Building Code. Floor joists and girder/beam design, support, bracing, drilling and notching are thoroughly discussed. Loading requirements and load calculating procedures to meet code are reviewed. Wood floor trusses and the NC Residential Code Appendix M for Wood Decks will also be discussed. Attendees will have an opportunity to work through a simple house plan to determine the location and size of the floor joists and girders required.

Designations: AB, AA, AR, ARS

Instructor: Steve Knight

### **BT204 Advanced Design of Floors (4 Hours—AM Session)**

This course covers the floor design requirements found in the current North Carolina Residential Building Code. Floor joists and girder/beam design, support, bracing, drilling and notching are thoroughly discussed. Loading requirements and load calculating procedures to meet code are reviewed. Wood floor trusses and the NC Residential Code Appendix M for Wood Decks will also be discussed. Attendees will have an opportunity to work through a simple house plan to determine the location and size of the floor joists and girders required.

Designations: AB, AA, AR, ARS

Instructor: Steve Knight

**CS202 Building Quality In: A Foundation for Quality Builders & Remodelers (4 Hours—AM Session)**

What is quality? Who determines how quality is defined? What are the benefits of building quality in? How does one consistently "Build Quality In"? These are just a few of the questions addressed by this course. Other topics include guidelines for establishing a quality assurance/management program for your company and techniques for managing trade contractor quality. The curriculum includes a case study.

Designations: AB, AA, AR, ARS

Instructor: Wallace West

**CS202 Building Quality In: A Foundation for Quality Builders & Remodelers (4 Hours—AM Session)**

What is quality? Who determines how quality is defined? What are the benefits of building quality in? How does one consistently "Build Quality In"? These are just a few of the questions addressed by this course. Other topics include guidelines for establishing a quality assurance/management program for your company and techniques for managing trade contractor quality. The curriculum includes a case study.

Designations: AB, AA, AR, ARS

Instructor: Wallace West

## **BT205 Advanced Design of Roofs and Ceilings**

### **(4 Hours—PM SESSION)**

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.

Designations: AB, AA, AR, ARS

Instructor: Steve Knight

## **BT205 Advanced Design of Roofs and Ceilings**

### **(4 Hours—PM SESSION)**

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.

Designations: AB, AA, AR, ARS

Instructor: Steve Knight

**CS203 Warranty: Keys to Warranty Service (4 Hours—PM SESSION)**  
This course is a fast paced interactive course that focuses on builder/remodeler warranty obligations as defined by NC General Statute and applicable federal law. Topics include construction defects, the 1-year builder warranty, implied and express warranties, insurance backed warranties, consumer product warranties, and customer service. This course is a must for all builders and remodelers.  
Designations: AB, AA, AR, ARS Instructor: Wallace West

**CS203 Warranty: Keys to Warranty Service (4 Hours—PM SESSION)**  
This course is a fast paced interactive course that focuses on builder/remodeler warranty obligations as defined by NC General Statute and applicable federal law. Topics include construction defects, the 1-year builder warranty, implied and express warranties, insurance backed warranties, consumer product warranties, and customer service. This course is a must for all builders and remodelers.  
Designations: AB, AA, AR, ARS Instructor: Wallace West

**A.M. SESSION — 8:30 a.m. – 12 noon**  
**P.M. SESSION — 1:00 p.m. – 4:30 p.m.**  
**8 HOUR COURSES — 8:30 a.m. – 4:30 p.m.**

**A.M. SESSION — 8:30 a.m. – 12 noon**  
**P.M. SESSION — 1:00 p.m. – 4:30 p.m.**  
**8 HOUR COURSES — 8:30 a.m. – 4:30 p.m.**

**A.M. SESSION — 8:30 a.m. – 12 noon**  
**P.M. SESSION — 1:00 p.m. – 4:30 p.m.**  
**8 HOUR COURSES — 8:30 a.m. – 4:30 p.m.**

**How to Register:**  
**Register online at [www.nchba.org](http://www.nchba.org) — Click the “Education” tab & NCBI Login — or — download the registration form and email to [abarnes@nchba.org](mailto:abarnes@nchba.org)**

**How to Register:**  
**Register online at [www.nchba.org](http://www.nchba.org) — Click the “Education” tab & NCBI Login — or — download the registration form and email to [abarnes@nchba.org](mailto:abarnes@nchba.org)**