



Lakeland Builders Association, Inc.

1560 North Country Club Parkway • Elkhorn, WI 53121

Phone 262-723-2908 • Fax 262-723-5938

www.lakelandba.com



Earn NAHB's Certified Green Professional (CGP) Designation!



Take both classes:

1) Green Building for Building Professionals

October 14 & 15, 2010 - 8:00am to 4:30pm

\$350 member; \$450 non-member

2) Business Management for Building Professionals

October 21 - 8:00am to 4:30pm

\$175 members; \$225 non-members

**Earn 18.5 Continuing Education Credits (CEU's) for Dwelling Contractor Certification:
12 for Green Building Professional & 6.5 for Business Management**

Learn:

- Business management, marketing & sales strategies to sell GREEN
- Background on the principles of energy, water & resource efficiency
- Information on indoor air & environmental quality
- Lot & site development for green homes
- Common business challenges & practical tools to overcome them

Just taking this **Business Management Class**?

- Learn skills that give industry leaders the edge
- Get a solid foundation in best business practices so valuable to smaller businesses: planning, organizing, staffing/directing and controlling
- Use case studies and sample forms; get practical and applicable tools for management success

As a graduate of this course, you will be able to:

- Discuss common business challenges; have 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 key measures of business performance to your own business

To opt out of the Business Management Class and still earn the designation, you must have taken the 'Basics of Building' NAHB class **OR** hold an NAHB designation

QUALIFICATIONS TO EARN THE CGP:

- Have a minimum of 2 years of building industry experience
- Submit a signed CGP Code of Ethics
- Complete & return the graduate application

Sign me up!!! I want to earn the CGP designation! Registration must be received by September 15th. All classes held at LBA office. No refunds after September 15th.

Company Registration Info

(Print name) _____ (Company)

(Phone) _____ (Email)

Registering For These Classes

- _____ Green Building for Building Professionals (\$350 Member; \$450 Non-Member)
- _____ Business Management for Building Professionals ((\$175 Member; \$225 Non-Member)
- _____ Both of the Above Classes (\$525 Member; \$675 Non-Member)

Are you a member of NAHB (National Association of Home Builders)? _____

Which local? _____

Payment Method

AMOUNT DUE \$_____ Make check payable to: Lakeland Builders Association

For Credit Card: Visa or MasterCard

Credit Card # _____ CRV# _____
(3 or 4 security code)

Name on Card: _____ Exp. Date: ____/____(MM/YYYY)

Billing Address for Card: _____
(address, city, state, & zip code)

Signature: _____

Questions? Call LBA at 262-723-2908 or email: ann@lakelandba.com