

The education courses presented in this publication are subject to change. For updated listings, please check with the hosting HBA, the NAHB website (www.nahb.org) or the HBASC website (www.hbaofsc.com).

Hosting HBAs

Charleston-Trident HBA

843-572-1414 • www.charlestonhomebuilders.org

HBA of Greater Columbia

803-256-6238 • www.columbiabuilders.com

HBA of Greenville

864-254-0133 • www.hbaofgreenville.com

Hilton Head Area HBA

843-681-9240 • www.hhahba.com

Horry-Georgetown HBA

843-347-7311 • www.hbahorrygeorgetown.com

HBA of South Carolina

803-771-7408 • www.hbaofsc.com

Designation Programs

CAASH=Certified Active Adult Specialist In Housing

CAPS=Certified Aging-In-Place Specialist

CGA=Certified Graduate Associate

CGB=Certified Graduate Builder

CGR=Certified Graduate Remodeler

CGP=Certified Green Professional

CLP=Certified Leasing Professional

CMB=Certified Master Builder

CMP=Certified New Home Marketing Professional

CSP=Certified New Home Sales Professional

GMB=Graduate Master Builder

GMR=Graduate Master Remodeler

HCCP=Housing Credit Certified Professional

Master CSP=Master Certified New Home Sales Professional

MGBR=Master Green Builder Remodeler NEW 2010!

MIRM=Member, Institute of Residential Marketing

RCS=Residential Construction Superintendent

CMB is a SC designation program. Visit www.MasterBuilderSC.com for more information.

All others are NAHB programs. Visit www.nahb.org for more information.



2010 Statewide Education Offerings



January

7..... Negotiating Skills,
Charleston-Trident HBA

February

4..... OSHA Safety Course,
Greenville HBA

5..... Multicultural Sales
Techniques and Strategies,
Charleston-Trident HBA

24..... Business Management for
Building Professionals,
Greenville HBA

25-26....Green Building for Green
Building Professionals,
Greenville HBA

March

5.....BAR/PREP Exam, HBASC

10.....Customer Service,
Charleston-Trident HBA

11.....Sales and Marketing,
Charleston-Trident HBA

12.....Construction Contracts and Law, Charleston-Trident HBA

15-16....Lifestyle Merchandising, Advertising, and Promotional Strategies
(IRM III), Greenville HBA

17.....Market Focused Residential Design, Greenville HBA

25.....SMC/Real Estate Continuing Education Class - TBA, Greater
Columbia HBA

April

5.....Business Accounting and Job Cost, Greenville HBA

6.....Estimating for Builders and Remodelers, Greenville HBA

7.....Scheduling, Greenville HBA

16.....Trends & Research Methods for Active Adult Lifestyle (CAASH),
Charleston-Trident HBA

19-21...Certified New Home Sales Professional, Greater Columbia HBA

22.....Housing Construction as a Selling Tool, Charleston-Trident HBA

23.....Essential Closing Strategies, Charleston-Trident HBA

Certified Green Professional (CGP)

February 24, 2010
Business Management for
Building Professionals
Greenville HBA

February 25-26, 2010
Green Building for Building
Professionals
Greenville HBA

October 20-21, 2010
Green Building for Building
Professionals
Charleston-Trident HBA

October 22, 2010
Business Management for
Building Professionals
Charleston-Trident HBA

May

14.....Increased Profits Through Effective Builder/Broker Cooperation,
Charleston-Trident HBA

24.....Marketing and Communications Strategies for Aging and Accessibility
(CAPS I), Greater Columbia HBA

25.....Design/Build Solutions for Aging and Accessibility (CAPS II), Greater
Columbia HBA

June

17.....SMC/Continuing Education Class, Greater Columbia HBA

21.....BAR/PREP Exam, State Convention#

24-25....The Challenge of New Home Sales Management (IRM IV), Hilton Head
Area HBA

August

9.....BAR/PREP Exam, HBASC

11-12....Marketing Strategies, Plans, and Budgets
(IRM II), Horry-Georgetown HBA

Certified Aging in Place Specialist (CAPS)

May 24, 2010
Marketing and Communications Strategies for Aging and
Accessibility (CAPS I)
Greater Columbia HBA

May 25, 2010
Design/Build Solutions for Aging and Accessibility (CAPS II)
Greater Columbia HBA

September

8-9.....Green Building for Green Professionals, Charleston-Trident HBA

10.....Business Management for Building Professionals, Charleston-
Trident HBA

15.....Increased Profits Through Effective Builder Broker Cooperation,
Greenville HBA

16.....Market Focused Residential Design, Greenville HBA

17.....Multicultural Sales Techniques and Strategies, Greenville HBA

20-21....Understanding Housing Markets and Consumers (IRM I),
Greater Columbia HBA

October

6-8.....Certified New Home Sales Professional, Charleston-Trident HBA

November

5.....BAR/PREP Exam, HBASC

8.....Off-Site Project Management, Greenville HBA

9.....On-Site Project Management, Greenville HBA

10.....Profitable Business through Quality Practices, Greenville HBA

Member, Institute Residential Marketing (MIRM)

January 15-16, 2010
IRM III: Lifestyle Merchandising, Advertising, and Promotional Strategies
Greenville HBA

June 24-25, 2010
IRM IV: The Challenge of New Home Sales Management
Hilton Head Area HBA

August 19-20, 2010
IRM II: Marketing Strategies, Plans, and Budgets
Horry-Georgetown HBA

September, 20-21, 2010
IRM I: Understanding Housing Markets and Consumers
Greater Columbia HBA