

Asheville Home Builders Institute

2009 Curriculum



What is AHBI?

The AHBA is committed to providing outstanding educational opportunities for its members through the Asheville Home Builders Institute (AHBI). AHBI will provide our members with continuing education, training and professional development in an effort to differentiate them from the crowd while developing the skills they need to grow their business. Through AHBI, members will have access to quarterly educational courses for NCBI Accreditation and NAHB Designations. Builders and Associates can use their designations and accreditations as an advertising tool. Also, the NC licensing board will now emboss the NCBI logo on all NCBI Accredited Builder (AB) and Accredited Master Builder (AMB) graduate licences. This is an invaluable marketing tool that we are able to offer to our membership.

NCBI & NAHB Designations

Accredited Builder (AB) NCBI Certification NC Licensing Board Certification

This certification program offers comprehensive overview of key areas in the home building industry.

Accredited Master Builder (AMB) NCBI Certification

NC Licensing Board Certification

Master courses take you beyond the basics and into advanced instruction for advanced builders.

Accredited Associate (AA) NCBI Certification NC Licensing Board Certification

This designation will develop knowledge of new industry trends and techniques.

Accredited Master Associate (AMA) NCBI Certification

NC Licensing Board Certification

NCBI developed the courses not only relevant to the experienced builder, but also for the advanced associate.

2009 AHBI Courses

March 10, 2009

*BM 201 Basic Business Planning (AB, AA, ARS)

Greg Isenhour

Learn how to create a business plan around which you can organize your priorities to ensure that you reach your goals.

*BM305 Picking Up the Pieces (AMB, AMA)

Greg Isenhour

This course will examine some of the common pitfalls of the construction business and the different management techniques to turn a company around.

May- TBD

*NAHB

Certified Green Professional (CGP)

A student must complete the following 2 day course to achieve their CGP designation.

Green Building for Building Professionals

A course for building professionals discussing strategies for incorporating these principles into homes without driving up the cost of construction. Techniques are discussed for competitively differentiating your home with increased indoor environmental quality and energy efficiency.

Costs: AHBA Members: \$95 per 4-hour Course

\$180 per 8-hour Course

\$180 for two 4-hour Courses on same day

August 11, 2009

*MK201 Making the Sale (AB, AA, ARS)

Steve Monroe

This seminar will explore issues important to today's homebuyers and give the participants solid ground for making the sale.

*MK102 Advertising New Construction (AA, AB, ARS)

Steve Monroe

In this course we will take a detailed look at advertising strategies for new construction. We will explore advertising in the market and what works, what doesn't, and why.

November 10, 2009

*PM201 Completing Your Projects On Time (AB, AA, ARS)

Greg Isenhour

An in depth look at the basics of project scheduling and how to create a schedule by hand. We will look at MS Project and discuss how its use can save time and money as compared to conventional methods of scheduling.

*PM203 Maximizing Your Profits: Cost Control (AB, AA, ARS)

Greg Isenhour

Maximizing profits begin in the field. Learn how to implement field management tools to complete projects on time in budget with zero-defects.

Non-Members: \$95 per 4-hour Course*

\$180 per 8-hour Course*

\$180 for two 4-hour Courses on same day*

*Plus \$425 AHBA Membership Fee

The 2009 AHBI Education Program is Sponsored by:

www.ashevillehba.com phone: (828) 299-7001 fax: (828) 299-7008

