



BAR: Builder Assessment Review
CE: Continuing Education
PREP®: Professional Remodeler Experience Profile
U of H: University of Housing
IRM: Institute of Residential Marketing

DESIGNATION PROGRAM REQUIREMENTS

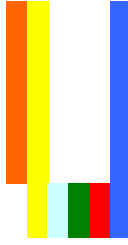
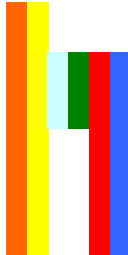
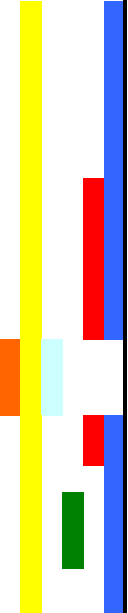
For reference only. Program requirements may change. For the most complete and detailed designation requirements, please consult the Blueprint for Success, the official designation brochure or NAHB.org/education.



*Experience requirements must be fulfilled by date of graduation. They do not affect a student's eligibility to take courses.




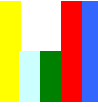



**Designees only pay renewal fees & fulfill CE requirements of the most advanced designation held within a program family.

DESIGNATION	APPLICATION REQUIREMENTS	PRE-GRADUATION REQUIREMENTS*	COLOR CODING	PROGRAM REQUIREMENTS	COLOR CODING	REQUIRED ELECTIVE CREDITS	ELECTIVE EDUCATION AND DESIGNATIONS	GRADUATION REQUIREMENTS
50 + Housing Council Designation (CAASH)								
Regular Certified Active Adult Specialist in Housing (CAASH)	N/A			3 required courses: <ul style="list-style-type: none"> Design for the Active Adult Selling to the Active Adult Trends and Research Methods to Define the Active Adult Lifestyle 	N/A	50 Elective Credits: <ul style="list-style-type: none"> Academic Education (Max 10) Professional Education (Max 20) Professional Experience (Max 20 over initial 3 years) Designations and Licenses (Max 10) Teaching Experience related to 50+ housing (Max 10) Speaking Experience related to 50+ housing (Max 10) Publishing related to 50+ housing (max 10) Industry Service specific to 50+ housing (Max 10) Industry Awards specific to 50+ housing (Max 10) 	Education: <ul style="list-style-type: none"> NAHB seminar or course (excludes all Active Adult Specialist in Housing courses) NAHB 50+ Symposium NAHB IBS or Regional Convention programs Local SHC or HBA programs Other SHC-approved seminars Designations: <ul style="list-style-type: none"> NAHB designation(s), including CAPS or other non-NAHB 50+ housing related designation(s) or license(s) NAHB Senior Housing Marketing Specialist Designation (SHMS) or NAHB Senior Housing Management Specialist Designation (SHMS) 	Graduation application \$145 member \$245 non-member

Builder and Remodeler Designations (IRM, CGA, CAPS, CGP, CGR, CGB, GMB, GMR)

<p>Certified Aging-in-Place Specialist (CAPS)*</p>	<p>N/A</p>	<p>N/A</p>		<p>3 required courses:</p> <ul style="list-style-type: none"> • Marketing and Communication Strategies for Aging and Accessibility (CAPS I) • Design/Build Solutions for Aging and Accessibility (CAPS II) • Business Management for Building Professionals (Holders of the following designations are exempt from the Business Management requirement: AIA, ASID, CBD, CGA, CGB, CGR, CR, GMB, GMR AND GRI. Other exemptions are determined on a case by case basis. 	<p>N/A</p>	<p>N/A</p>	<p>N/A</p>	<p>Graduation application \$145 member \$245 non-member</p>
<p>Certified Graduate Associate (CGA)</p>	<p>Program application \$50 member \$100 non-member</p>	<p>N/A</p>		<p>6 courses that include:</p> <p>4 required courses:</p> <ul style="list-style-type: none"> • Basics of Building • Business Management for Building Professionals • Customer Service • Sales & Marketing OR Sales & Marketing for Remodelers (Certified New Home Sales Professional (CSP) may be used in place of the Sales & Marketing requirement. <p>and 2 elective courses</p>		<p>2 Elective courses:</p> <ul style="list-style-type: none"> • Building codes, Standards and Guidelines • Building Technology: Systems and Interior Finishes • Building Technology: Structures and Exterior Finishes • Business Accounting and Job Cost • Construction Contracts and Law • Design/Build • Design/Build Solutions for Aging and Accessibility (CAPS II) • Estimating for Builders and Remodelers • Financial Management • Green Building for Building Professionals (2 course credits) • Land Development, Site Planning and Zoning 	<p>N/A</p>	<p>Graduation application \$145 member \$245 non-member</p>

					 <ul style="list-style-type: none"> • Marketing and Communication Strategies for Aging and Accessibility (CAPS I) • Negotiating Skills • Profitable Business through Quality Practices • Project Management • Recognizing the Big-Four Safety Hazards for the Home Building Industry • Scheduling 			
Certified Graduate Builder (CGB)+	Fee included w/BAR	2 years building experience And Be an owner or employee^ of a company that has built a minimum of 1 dwelling in the past 24 months		<p>BAR and resulting required courses:</p> <p>Section 1: Building Technology</p> <ul style="list-style-type: none"> • Building codes, Standards and Guidelines • Building Technology: Systems and Interior Finishes • Building Technology: Structures and Exterior • Green Building for Building Professionals (2 course credits) <p>Section 2: Business Finance</p> <ul style="list-style-type: none"> • Business Accounting and Job Cost • Business Management for Building Professionals • Construction Contracts and Law • Estimating <p>Section 3: Project Management</p> <ul style="list-style-type: none"> • Design/Build • Project Management • Scheduling <p>Section 4: Sales and Marketing</p> <ul style="list-style-type: none"> • Certified New Home Sales Professional (CSP) (2 course credits) • Customer Service • Land Development, Site Planning and Zoning • Sales & Marketing. 	N/A	N/A	N/A	Graduation application \$145member

				Section 5: Safety <ul style="list-style-type: none"> Recognizing the Big-Four Safety Hazards for the Home Building Industry 				
Certified Green Professional (CGP)	N/A	2 years building industry experience		2 required courses: <ul style="list-style-type: none"> Green Building for Building Professionals Business Management for Building Professionals OR hold an active NAHB designation	N/A	N/A	N/A	Graduation application \$145 member \$245 non-member
Certified Graduate Remodeler™ (CGR)*	Fee included w/PREP (Professional Remodeler Experience Profile)	5 years remodeling industry experience	    	PREP and resulting required courses: Section 1: Marketing and Advertising <ul style="list-style-type: none"> Customer Service Design/Build Sales and Marketing for Remodelers Section 2: Business Management <ul style="list-style-type: none"> Business Accounting and Job Cost Business Management for Building Professionals Section 3: Estimating <ul style="list-style-type: none"> Estimating for Builders and Remodelers Section 4: Contracts, Liability and Risk Management <ul style="list-style-type: none"> Construction Contracts and law Risk Management and Insurance for Building Industry Professionals Section 5: Project Management <ul style="list-style-type: none"> Project Management Scheduling 	N/A	N/A	N/A	Graduation application \$145 member \$245 non-member
Graduate Master Builder (GMB)+	Program application \$50 member	Obtain CGB/CGR/CGA designation with 5		5 GMB courses or	N/A	N/A	N/A	Graduation application \$145 member

	\$100 non-member Waived for CGB/CGR/CGA designation holders	years building experience or 10 years building experience and 3 CGB/CGR/CGA courses and Be an owner or employee of a company that has built a minimum of 1 dwelling in the past 24 months	  	6 courses 4 approved GMB courses and 2 approved CGB courses not used to a previous designation obtain: • Diversification: Capitalizing on New Business Opportunities • Financial Management • Land Acquisition and Development Finance • Negotiating Skills • Profitable business Through Quality Practices • Risk Management and Insurance for Building Professionals				\$245 non-member
Graduate Master Remodeler (GMR)	N/A	Hold an active CGR designation for 9 years or an active CR certification from NARI for 10 years or hold an active CR from RIA for 10 years and 15 years of remodeling industry experience	  	5 GMR Courses: • Diversification: Capitalizing on New Business Opportunities • Financial Management • Green Building for Building Professionals (2 day course) • Profitable Business Through Quality Practices • Risk Management and Insurance for building Professionals	N/A	N/A	N/A	Graduation application \$145 member \$245 non-member

***CAPS & CGR graduates are required to submit:**

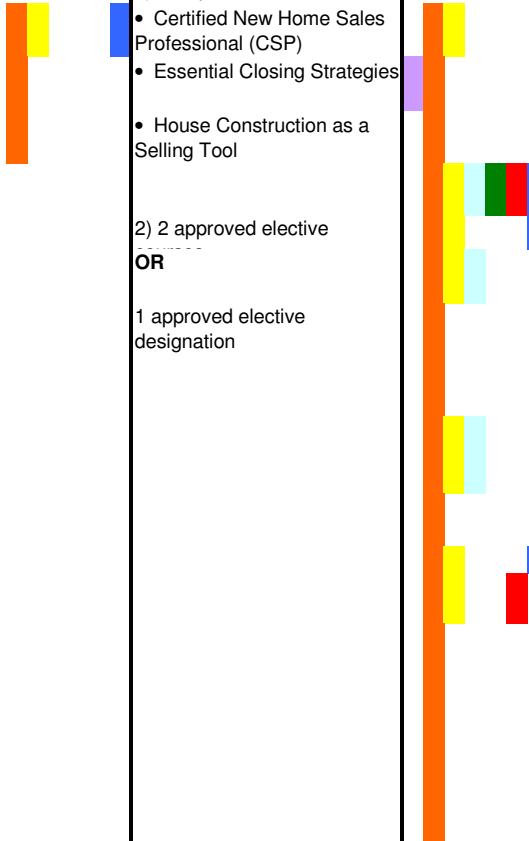
- 1) Proof of liability insurance from company or employer
- 2) Proof of workers compensation coverage for company or employer
- 3) Valid business license (if state required)

***CGB & GMB graduates are required to submit:**

- 1) Proof of liability insurance and workers compensation insurance for yourself or be an employee* of a company that holds both. (Where required by local jurisdiction)
- 2) Proof of a residential builder's or contractor's license, certificate, or registration for the state in which you do business for yourself or be an employee* of a company that holds a license, certificate, or registration. (Where required by local jurisdiction)
- 3) A letter of sponsorship from the owner/executive stipulating your position within the company as either superintendent, lead contractor or construction executive is required, if you are not the owner of the company.


^ Employee in an executive or management position with discretionary authority over building and construction matters, excluding office management and administrative personnel such as office manager or accountant.

Sales and Marketing Designations (CSP, Master CSP, CMP, MIRM)

Certified New Home Sales Professional (CSP)	N/A	N/A	N/A	Successfully complete CSP course	N/A	N/A	N/A	N/A
Master CSP	<p>Program Application \$100 NSCM member</p> <p>\$150 non-NSMC member</p>	<p>1) CSP designation</p> <p>2) 3 years full-time new home sales and marketing experience</p>		<p>1) 3 required courses:</p> <ul style="list-style-type: none"> • Certified New Home Sales Professional (CSP) • Essential Closing Strategies • House Construction as a Selling Tool <p>2) 2 approved elective</p> <p>OR</p> <p>1 approved elective designation</p>	<p>Elective Courses:</p> <ul style="list-style-type: none"> • Basics of Building • Building for Boomers and Beyond: 50+ Housing Symposium • Built to Sell: The Partnership of Market & Design • Business Management for Building Professionals • Customer Service • Design/Build Solutions for Aging and Accessibility (CAPS II) • Effective Marketing on a Shoestring Budget • Increased Profits for Effective Builder-Broker Cooperation • Marketing and Communication Strategies for Aging and Accessibility (CAPS I) • Multicultural Sales Techniques and Strategies • Sales and Marketing • Sales and Marketing for Remodelers <p>Approved Designations:</p> <ul style="list-style-type: none"> • Certified Financial Specialist (CFS) • Certified Leasing Specialist (CLP) • Certified Residential Specialist (CRS) – NAR designation 	N/A	Complete application	

Candidates applying for the CMP & MIRM at the same time pay the combined application fee:

\$140 NSCM member
\$180 non-NSMC member

Certified Marketing Professional (CMP)	<p>Program application</p> <p>\$40 NSCM member \$80 non-NSMC member</p>	<p>1) 21 years of age</p> <p>2) High school diploma or equivalent</p> <p>3) 3 years full-time experience in a responsible professional position in the housing industry</p>		<p>4 required courses (IRM I-IV):</p> <ul style="list-style-type: none"> • Understanding Housing Markets & Consumers (IRM I) • Marketing Strategies, Plans and Budgets (IRM II) • Lifestyle Merchandising, Advertising and Promotion Strategies (IRM III) • The challenge of New Home Sales Management (IRM IV) 	<p>Elective Credits:</p> <ul style="list-style-type: none"> • Academic (Max 20) • Professional Experience (Max 20 after minimum 3 years) • Professional License and Designations (Max 30) • Industry Service and Recognition (Max 20) 	<p>Education:</p> <ul style="list-style-type: none"> • IRM-approved programs including NAHB/HBA/SMC or Regional Convention sales and marketing programs, special marketing and sales seminars • Non-NAHB/HBA/SMC Courses and Programs <p>Credits determined by instructional hours: IRM-</p>	Professional Profile
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				50 elective credits		<ul style="list-style-type: none"> Professional Education (Max 20) 	<p>approved: 1 credit for each hour of instruction. Non-NAHB/HBA/SMC courses: 1 credit for every 2 hours of instruction.</p> <p>Designations: CAASH, CAPS, CGA, CCGB, CRG, CLP, CRS, CRB, SCP, Master CSP, GMB, GRI, HCCP, MAI, RAM, Advanced RAM, SHMS, or any other Real Estate or Interior Design Designation</p>	
Member, Institute of Residential Marketing (MIRM)	<p>Program application</p> <p>\$100 NSCM member \$150 non-NSMC Member</p>	<p>1) 21 years of age</p> <p>2) High school diploma or equivalent</p> <p>3) 3 years full-time experience in a responsible professional position in the housing industry</p>		<p>4 required courses (IRM I-IV)</p> <ul style="list-style-type: none"> Understanding Housing Markets & Consumers (IRM I) Marketing Strategies, Plans and Budgets (IRM II) Lifestyle Merchandising, Advertising and Promotion Strategies (IRM III) The challenge of New Home Sales Management (IRM IV) <p>50 elective credits</p> <p>Write a case study</p>		<p>Elective Credits:</p> <ul style="list-style-type: none"> Academic (Max 20) Professional Experience (Max 20 after minimum 3 years) Professional License and Designations (Max 30) Industry Service and Recognition (Max 20) Professional Education (Max 20) 	<p>Education:</p> <ul style="list-style-type: none"> IRM-approved programs including NAHB/HBA/SMC or Regional Convention sales and marketing programs, special marketing and sales seminars Non-NAHB/HBA/SMC Courses and Programs <p>Credits determined by instructional hours: IRM-approved: 1 credit for each hour of instruction. Non-NAHB/HBA/SMC courses: 1 credit for every 2 hours of instruction.</p> <p>Designations: CAASH, CAPS, CGA, CCGB, CRG, CLP, CRS, CRB, SCP, Master CSP, GMB, GRI, HCCP, MAI, RAM, Advanced RAM, SHMS, or any other Real Estate or Interior Design Designation</p>	Professional Profile
Multifamily Designations (CLP, RAM, Advanced RAM, HCCP)								
Certified Leasing Professional (CLP)	<p>Program application</p> <p>\$50</p>			<p>1) Complete CLP Shopper's Report</p> <p>2) Complete CLP course</p> <p>3) Pass the CLP exam</p>				Professional Profile
Registered in Apartment (RAM)	<p>Program application</p> <p>\$150</p>			<p>1) Pass the RAM exam</p> <p>2) 300 points on the Professional Profile</p>				Professional Profile

Advanced RAM	Program application \$100			1) 6 required modules OR Board approved equivalent courses 2) Essay on Advanced RAM module area				Professional Profile
Housing Credit Certified Professional (HCCP)	Program application \$175			1) 10 hours LIHTC Training 2) Pass the HCCP exam				N/A