

# House Construction as a Selling Tool

## Nail the Sale with Construction Knowledge

**November 18 & 19, 2010**  
**8:30am – 5:00pm**  
**@ HBA of Raleigh-Wake County**  
**5580 Centerview Dr #115, Raleigh, NC 27606**

**Instructor: Jim Cirimele, MIRM**

The construction detail of a home is a powerful selling tool. Designed with sales in mind, this course provides an overview of the process of planning developments and individual homes. It also reviews types and methods of construction, expanding your knowledge of the building process to enhance your future effectiveness in your sales career.

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

- Speak the language of home building.
- Explain the entire land development process, from platting and sediment control plans, through building approval and construction
- Scan plats or architectural plans and understand at a glance what they mean.

**Designation Credit:** Master CSP

**Continuing Education Credit:** CAPS, CGA, CGB, CGP, CGR, CSP, CMP, GMB, GMR, MIRM



**Registration Fees:**  
**NAHB Member: \$375**  
**Non-Member: \$475**  
Includes student materials, snacks & drinks.  
Lunch is not provided.

Register me for **House Construction as a Selling Tool**

Name: \_\_\_\_\_ Amt due: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

E-mail: \_\_\_\_\_ Phone: \_\_\_\_\_ FAX: \_\_\_\_\_

Method of Pmt:  Check  Master Chg/VISA

MC/VISA #: \_\_\_\_\_ Exp Date: \_\_\_\_\_

V# (3 digit # on back of card): \_\_\_\_\_ Billing Street Address: \_\_\_\_\_ Zip Code: \_\_\_\_\_

*Fee must be paid in advance. You must cancel at least 1 week before the first day of class to receive a refund. Any cancellation after that date (or no-shows) will be charged the full amount of the class.*

For more information, contact Judy @ (919) 232-5882. (Fax: 919-233-2036)

**THIS IS YOUR INVOICE.**

