

# Design/Build Course

## NAHB Education Class



**March 28, 2012 - 9am-4pm**

Instructor: Nick Castjohn, GMB, CGB, CGR, CAPS, CGP

Iberia Bank, 850 N. Causeway Blvd., Mandeville, LA, 70448

**\$200 for NAHB Members/\$300 for Non-Members**

**Register by February 20th and save \$15!**

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### Course Description:

When well managed, a full-service building or remodeling business can increase profits and maximize customer satisfaction. If you've ever considered running a design/build operation, this course shows you how to assess the challenges ahead. Learn how the few and the bold have benefited from implementing a design/build strategy and how to make your own design/build business a success.

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

- Explain design in the context of design/build
- Understand how incorporating design into your business will impact your build operation
- Illustrate the process for implementing design/build
- Develop design/build marketing strategies
- Implement the design/build full-service sell concept
- Determine whether design/build is right for your company

Designations: CGA, CGB, CGR

Continuing Education Credits: CAPS, CGA, CGB, CGR, GMB, CSP, Master CSP, CMP, MIRM

Course is approved for 6 CE for LSLBC Licenses and for those NAHB Designations listed above.

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### **REGISTRATION FORM** – You can also register online at [sthba.org/events/register](http://sthba.org/events/register) **Design/Build Course - March 28, 2012**

Name: \_\_\_\_\_

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

Address: \_\_\_\_\_ City/State/ZIP: \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

HBA of Membership: \_\_\_\_\_ NABH Education # (if applicable): \_\_\_\_\_

Registration is \$200 for NAHB Members and \$300 for Non-Members

*Register by February 20th and receive a \$15 discount per class (Early Bird Price - \$185 NAHB Members/\$285 Non-Members)*

Payment Method:  Check Enclosed  Call me for my Visa or MasterCard Number  
(payable to STHBA)

Questions: Contact Jessica at 985.882.5002 or [jessica@sthba.org](mailto:jessica@sthba.org)

Return this form to St. Tammany HBA, 28603 Krentel Road, Lacombe, LA 70445 or Fax: 985/ 882-5015

Cancellations must be submitted in writing 2 weeks prior to the scheduled date to receive a full refund.