

# The More You Learn....The More You Earn!!!

Grow your business and increase your profits by sharpening your business skills and your understanding of today's home building industry. NAHB courses focus on effective management in the office and on the job site covering a range of subjects including codes and standards, material selection and application skills, analysis of all stages of new home construction, project management skills as the key to successful remodeling, as well as scheduling, estimating, design, job cost procedures, accounting principles and basic contract law. Whether or not you decide to pursue or complete an NAHB Designation or just want to get some really good information for your personal development, CBRA offers all these courses at a very convenient location – The Raritan Inn, Califon – and the time (3pm-10pm) for the majority of courses is set up so you don't have to miss a full day of work. The Fall Schedule is listed below. Registration in advance is required. Contact Sharon at the CBRA office for more information or to ask questions about the Designation programs and courses.

CGB*	Certified Graduate Builder	CGA	Certified Graduate Associate
GMB	Graduate Master Builder	CAPS	Certified Aging-in-Place Specialist
CGR*	Certified Graduate Remodeler	CGP	Certified Green Professional
GMR	Graduate Master Remodeler		

## 2011 Fall Course Schedule

<u>Date</u>	<u>Course</u>	<u>Location/Time</u>
September 12	Estimating	The Raritan Inn, Califon 3-10pm
September 13	Business Management for Building Professionals	The Raritan Inn, Califon 3-10pm
October 17	Land Development, Site Planning and Zoning	The Raritan Inn, Califon 3-10pm
October 19	Financial Management*	The Raritan Inn, Califon 3-10pm
November 8	Basics of Building**	The Raritan Inn, Califon 3-10pm
November 14&15	Green Building for Building Professionals* – 2 Days	The Raritan Inn, Califon 9am-5pm
December 12	Land Acquisition and Development Finance*	The Raritan Inn, Califon 3-10pm
December 13	Business Accounting & Job Cost	The Raritan Inn, Califon 3-10pm

\* Course required for GMB and/or GMR Designations. Green Building is required for GMR.

\*\* Course required for CGA Designation – Certified Graduate Associate

### *Why our Education Program is so Important and Successful!*

#### From William Riehl, The Warjam Group

I would like to thank the CBRA of NJ for offering such a wide variety of courses to earn my NAHB designations. I am a New York builder located in the lower Hudson Valley and I have attended 8 courses through the CBRA at The Raritan Inn in Califon. I have found that the CBRA was the only Association which was able to achieve the required attendances for every course without the disappointment of last minute course cancellations. I am a member of two other building associations in NY and CT and decided to complete my designations with the CBRA of NJ because of the upbeat and active role that they take with their members. I've noticed that CBRA's Education Chairman, Phil Calinda, Jr., makes it a point to stop by and visit the participants of every course to discuss the upcoming events at the CBRA. I must say that it is really nice to see that type of dedication.

I was so surprised to see the location and atmosphere where the courses take place. The Raritan Inn offered such a pleasurable setting for these long courses. There was such a down-home feeling given by the staff of the Inn as well as the course instructor, Bill Asdal. I found Bill to be a very well-educated instructor who brings his real-life experiences associated with the course content to each class and encourages all attendees to discuss their real-life experiences as well. The roundtable discussions sometimes provided more knowledge than the course content had.

Lastly, I would like to again thank the CBRA of NJ and Bill Asdal for their dedication to provide members with a quality format of continuing education. Within a three year time period, I was able to earn the CGB and GMB designations.

#### From Scott Watt, Marathon Construction

I had a fantastic time! I so appreciate the fact that there is still a sponsoring HBA out there that is committed to providing classes, no matter the current economic conditions, to those industry professionals that are seeking to expand their knowledge and skills, obtaining professional designations and ultimately contributing to the greater success of their business and personal lives. Bill, Phil and Margy made the stay at The Raritan Inn and class a wonderful and successful experience. The food, hospitality and friendship were top drawer. Having the class at The Raritan Inn was also a plus as I was able to get some of my regular work accomplished instead of spending time on the highways driving between hotels and class locations which is the norm. Having it all in one location is a tremendous advantage to the student.

Bill Asdal is a very insightful and knowledgeable instructor who has the unique ability to teach and deliver the course content in such a way to command the attention of the class while giving the students real life examples of how the content directly applies to their current situations. He is the best instructor I have had during my pursuit of the GMB designation and the course Bill taught was the final one I needed to complete the coursework requirements. Stocking the river and hanging birdhouses made the trip even more memorable and let's not forget the tour of the Chester Volunteer Fire Dept. and Brew Pub burger that Phil Calinda (CBRA Education Chairman) shared with me or the tour of projects in and around Chester that Bill took me on when I was returning to the airport in Newark. If the opportunity arises to return for CE credits in the future, you can bet I won't hesitate to return to The Raritan Inn.

**Note:** Phil and Bill transported Scott to and from Newark Airport to The Raritan Inn. Thanks guys!

#### Cliff Geissler, Geiss Custom Builders

Just wanted to let you know that the booklets and the classes Bill is teaching are amazing!! As a builder you seldom get to learn about customer's perceptions of quality in a home. We focus so much on the studs, trim, paint, job, etc. And most of the work getting customers to love and refer you is psychological. Great program... A must for every builder! Note: Cliff Geissler recently joined CBRA and is well on his way to getting his GMB!