

BIAW Real Estate School

Approved Course Descriptions
As of 1/6/12

Basics of Building

8 Real Estate Clock Hours

Become a better industry partner by learning about the residential construction process from the builder/remodeler's point of view. Associate members, builder/remodeler company staff, REALTORS® and others will learn what it takes to build or remodel a home. With that knowledge, you will be able to see how your own interests, requirements and processes affect- and are affected by- those of the builder/remodeler.

CAPS 1: Marketing & Communication Strategies for Aging and Accessibility

8 Real Estate Clock Hours

Millions of Americans are living longer and more active lives. And with their changing lifestyles, older Americans are also looking to revitalize their home environments. Identifying these opportunities and developing the skills to interact with 50+ customers can help you grow your business dramatically. Learn best practices in communicating and interacting with this exciting and evolving population, and take advantage of one of the fastest growing market segments in remodeling and related industries.

CAPS 2: Design Build Solutions for Aging in Place

8 Real Estate Clock Hours

This course will help the attendee understand the guidelines and requirements to promote accessibility, the importance of doing an assessment with input from occupational/physical therapists and qualified health care professionals, and the significance of good design in making modifications. Attendees learn to recognize the housing needs of older adults and how to communicate the best modification/remodeling options to them. (Part 2 of 3 of the NAHB/AARP designation for Certified Aging in Place Specialist – CAPS)

Certified New Home Sales Professional

24 Real Estate Clock Hours

Industry recognized designation program where sales professionals learn the tools and techniques for selling new homes. Required by many builders around the country for their sales staff, the CSP designation is a credential already held by more than 1,000 Washington real estate agents. Attendees learn how the home building business works - from legal and financial matters to building materials and construction, to closing – and understand how to articulate the unique benefits of new construction to prospective buyers.

Construction Contracts (3.5 Real Estate Clock Hours) and Lien Law (4 Real Estate Clock Hours)

7.5 Real Estate Clock Hours

This course provides a step-by-step explanation of how contracts sustain positive customer and supplier relations, provide for resolution of disputes, and minimize the risk of litigation. Attendees will learn about mandatory and optional provisions, warranties, and arbitration procedures. Special emphasis is given to troubleshooting contracts for unfavorable positions. Attendees will be able to: Identify the basic elements and advantages of a written contract; recognize the differences between contracts and sales agreements; and recognize the importance of a mechanic's lien contract.

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Become a better industry partner by learning about the residential construction process-from the builder/remodeler's point of view. Associate members, builder/remodeler company staff, REALTOR's, and others will learn the basics fundamentals of what it takes to build or remodel a home. With that knowledge, you will be able to see how your own interests, requirements, and processes affect-and are affected by-those of the builder/remodeler.

Customer Service

8 Real Estate Clock Hours

Make your business grow by keeping your clients happy during and after the sale. This course teaches you how to manage every phase of customer interaction from the initial contact through construction, the warranty period, and beyond. Keep your customers satisfied with planning, execution and follow-up of your projects and they'll be spreading good news about you and your company for a long time to come.

Deal With It!

3 Real Estate Clock Hours

Ben Franklin once said, "That which hurts, instructs." So the brutally tough market we have endured should teach us A LOT! Come hear nationally renowned speaker and author Jeff Shore share five ways that a tough market can bring out the best in you. Be prepared to walk away with specific action plans based on five tough market opportunities.

EPA: CERTIFIED LEAD RENOVATOR

8 Real Estate Clock Hours

This class will help Real Estate Agents and other industry professionals understand EPA's renovation, Repair and Painting rule. EPA requires all property managers, maintenance workers and contractors who may disturb lead paint on pre-1978 homes to become a Certified Renovator. Agents will learn new education requirements for homeowners as well as the impact of lead paint on the home/property they are trying to sell.

Green Building for Building Professionals

16 Real Estate Clock Hours

This nationally recognized course for building professionals discusses strategies for incorporating green-building principles into homes without driving up the cost of construction. Attendees will gain a greater understanding of how green homes provide buyers with better value, lower energy costs, lower maintenance, better indoor air quality and better long-term value. Marketing and Sales techniques are also discussed for competitively differentiating the home's products with increased indoor environmental quality as well as energy and resource efficiency. (Part 1 of 2 of the NAHB designation for Certified Green Building Professional – CGP)

Land Development: Site Planning and Zoning

8 Real Estate Clock Hours

This course is designed for the newcomer to land development. Attendees will be able to:

- Explain the major tasks of land development and the site planning process
- Determine the responsibilities of a land developer and important considerations for becoming a successful developer
- Adhere to the government approval process and establish techniques for winning support for a new development
- Implement the steps involved in site improvements.

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Land Acquisition and Development Finance 8 Real Estate Clock Hours

Learn how the land acquisition process works from market analysis through property acquisition. This course will show you how developers assess markets, acquire land, and devise site plans that are most likely to attract financing on optimal terms.

Tough Market New Home Sales 3.5 Real Estate Clock Hours

This seminar is essential for sales counselors who want to thrive in a challenging market. Jeff shatters common misconceptions about new home sales, helping clients overcome their “yielding” habits and learn the six vital behaviors that every sales counselor must know to succeed. The seminar incorporates a variety of lectures, small group discussions, brainstorming, and more—all flavored with Jeff Shore’s memorable humor and theatricality.

BIAW APPROVED INSTRUCTORS FOR REAL ESTATE CLOCK HOURS:

Kris Alberti
Dale Armstrong
Cary Butler
Ted Clifton
Daimon Doyle
Julie Nichols
Linda Piazza
Dale Yerabek

Also Approved:

Diane Glenn
David Linville
Larry Linville
Dave Porter
Louis Howard
Jeff Shore

*The BIAW Real Estate School is a subsidiary of the Building Industry Association of Washington's Education Program, P. O. Box 1909, Olympia, WA 98507.
For course information or registration contact Jan Rohila at (360) 352-7800.*