

## CAPS EDUCATION WITH SAHBA

Most people want to stay in their own home despite aging or becoming disabled. Remodelers and therapists certified in CAPS are trained to work with the homeowner to make it a safe and comfortable place for them to live for many more years. The three classes required to earn the CAPS designation detail the technical, business management and customer service skills essential to success for remodelers and therapists interested in incorporating modifications designed to enable homeowners to stay in their homes safely for a longer period of time. Endorsed by AARP, the CAPS designation has gained increased recognition in the marketplace and has become more popular among occupational therapists, Veterans Administration caseworkers and others who do business primarily with the aging population.

You are not required to take all three classes unless you want to earn the CAPS designation from NAHB.

### Marketing & Communications Strategies for Aging & Accessibility (CAPS I) NOV. 1ST

**Taught by Curt Trampe**

Millions of Americans are living longer and more active lives, and with their changing lifestyles, maturing Americans are also looking to revitalize their home environments. Identify these opportunities and develop the skills to interact with 50+ customers, while also learning the best practices in communicating and interacting with this exciting and evolving population.

**Designation Credit:**  
CAPS; Master CSP

**Continuing Education Credit:**  
CAPS; CGA; CGB; CGR; CSP; CMP; GMB; Master CSP; MIRM; 0.6 AOTA CEUs

### Design/Build Solutions for Aging and Accessibility (CAPS II) NOV. 2ND

**Taught by Curt Trampe**

The maturing of the Baby Boomer population of the United States is a huge opportunity for remodelers. As this consumer group expands, more and more are interested in remodeling their homes to fit their new lifestyles and abilities. Understand the guidelines and requirements of accessibility, the importance of doing an assessment with input from a remodeler, as well as qualified health care professionals and the significance of good design in making modifications that can transform a house into a safe, attractive and comfortable home for life.

**Designation Credit:**  
CAPS

**Continuing Education Credit:**  
CGA; CGB; CGR; CSP; CMP; GMB; Master CSP; MIRM; 6 HSW/LU Hours by AIA; 0.6 AOTA CEUs

### Business Management for Building Professionals NOV. 3RD

**Taught by Allan Anderson**

Learn the management skills that give industry leaders the edge. This course will give you a solid foundation in those best business practices so valuable to smaller businesses: planning, organizing, staffing/directing and controlling. By using case studies and sample forms, your instructors will give you practical and applicable tools for management success.

**Designation Credit:**  
CAPS; CGA; CGB; CGP; CGR; Master CSP

**Continuing Education Credit:**  
CAPS; CGA; CGB; CGP; CGR; CSP; CMP; GMB; Master CSP; MIRM; 6 AIA/CES LU

## Additional Information

Out-of-town visitors are welcome to stay and visit the beautiful sites that Springfield, IL has to offer, such as the Abraham Lincoln Presidential Library and Museum, Executive Mansion, several memorials, restaurants and shopping facilities. For overnight accommodations, we have agreements with the Hampton Inn (217-793-7670) and Staybridge Suites (217-793-6700) for \$99 a night, both located less than two miles from our office. Just ask for the Home Builders rate at each. Continental breakfast and lunch are complimentary with your registration.

**Classes are held from 8:30 a.m. to 4:30 p.m.**

# Marketing & Communications Strategies for Aging & Accessibility (CAPS I)

## 77 Million Potential Customers

**Instructor: Curt Trampe, CAPS, CGP**

Millions of Americans are living longer and more active lives, and with their changing lifestyles, maturing 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.

**WEDNESDAY, NOVEMBER 1ST, 2017 | 8:30AM - 4:30PM**

Springfield Area Home Builders Association  
3921 Pintail Drive, Suite B  
Springfield, IL 62711

**Tel: (217) 698-4941 • Fax: (217) 698-4942**  
Email: [leeann@springfieldareahba.com](mailto:leeann@springfieldareahba.com)  
Website: [www.springfieldareahba.com](http://www.springfieldareahba.com)

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

- Explain the three segments within the Aging in Place market that present business opportunities for building professionals.
- Implement a process for promoting new opportunities for products and services in the Aging in Place market.
- Enhance your sales process with effective techniques for the Aging in Place market.

**Designation Credit:** CAPS; Master CSP

**Continuing Education Credit:** CAPS; CGA; CGB; CGR; CSP; CMP; GMB; Master CSP; MIRM;  
0.6 AOTA CEUs

## ADDITIONAL INFORMATION

For overnight accommodations, we have agreements with the Hampton Inn (217-793-7670) and Staybridge Suites (217-793-6700) for \$99 a night, both located less than two miles from our office. Just ask for the Springfield Area Home Builders Association rate at each.

Continental breakfast and lunch are complimentary with your registration.

Cancellations made in writing 10 days prior to the course will receive a full refund. Those made within 10 days of the course will be subject to a partial refund.

## Registration Information

Name	HBA Name		
Company	Address		
City	State	Zip	Email Address (Please note, it is NAHB's policy not to share or sell its e-mail addresses.)
Phone	Fax		

**Registration Fees** (Includes lunch and materials.)  Member Rate - \$225  Non-Member Rate - \$300

**Payment Information**  Check Made Payable to: SAHBA  MasterCard  Visa

Credit Card Number	Exp. Date	VIC Code
Name on Card	Signature	

# Design/Build Solutions for Aging and Accessibility (CAPS II)

## *Golden Opportunity*

**Instructor: Curt Trampe, CAPS, CGR**

The maturing of the Baby Boomer population of the United States is a huge opportunity for remodelers. As this consumer group expands, more and more are interested in remodeling their homes to fit their new lifestyles and abilities. Understand the guidelines and requirements of accessibility, the importance of doing an assessment with input from occupational and physical therapists, as well as qualified health care professionals and the significance of good design in making modifications that can transform a house into a safe, attractive and comfortable home for life.

**THURSDAY, NOVEMBER 2ND, 2017 | 8:30AM - 4:30PM**

Springfield Area Home Builders Association  
3921 Pintail Drive, Suite B  
Springfield, IL 62711

**Tel: (217) 698-4941 • Fax: (217) 698-4942**  
**Email: [leeann@springfieldareahba.com](mailto:leeann@springfieldareahba.com)**  
**Website: [www.springfieldareahba.com](http://www.springfieldareahba.com)**

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

- Describe the home ownership market as it relates to the three segments of the Aging in Place market.
- Consider contractual and legal concerns for building professionals providing design solutions to the Aging in Place client.
- Perform a needs assessment of and recommend specific design solutions for the Aging in Place client.
- Estimate and schedule the Aging in Place project while regarding special considerations.

**Designation Credit: CAPS**

**Continuing Education Credit:** CGA; CGB; CGR; CSP; CMP; GMB; Master CSP; MIRM; 6 HSW/LU Hours by AIA; 0.6 AOTA CEUs

### ADDITIONAL INFORMATION

For overnight accommodations, we have agreements with the Hampton Inn (217-793-7670) and Staybridge Suites (217-793-6700) for \$99 a night, both located less than two miles from our office. Just ask for the Springfield Area Home Builders Association rate at each.

Continental breakfast and lunch are complimentary with your registration.

Cancellations made in writing 10 days prior to the course will receive a full refund. Those made within 10 days of the course will be subject to a partial refund.

### Registration Information

Name	HBA Name		
Company	Address		
City	State	Zip	Email Address (Please note, it is NAHB's policy not to share or sell its e-mail addresses.)
Phone	Fax		

**Registration Fees** (Includes lunch and materials.)  Member Rate - \$225  Non-Member Rate - \$300

**Payment Information**  Check Made Payable to: SAHBA  MasterCard  Visa

Credit Card Number	Exp. Date	VIC Code
Name on Card	Signature	

# Business Management for Building Professionals

## *The Business of Building*

**Instructor: Allan Anderson CAPS, CGR**

Learn the management skills that give industry leaders the edge. This course will give you a solid foundation in those best business practices so valuable to smaller businesses: planning, organizing, staffing/directing and controlling. By using case studies and sample forms, your instructors give you practical and applicable tools for management success.

**FRIDAY, NOVEMBER 3RD, 2017 | 8:30AM - 4:30PM**

Springfield Area Home Builders Association  
3921 Pintail Drive, Suite B  
Springfield, IL 62711

**Tel: (217) 698-4941 • Fax: (217) 698-4942**  
**Email: [leeann@springfieldareahba.com](mailto:leeann@springfieldareahba.com)**  
**Website: [www.springfieldareahba.com](http://www.springfieldareahba.com)**

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

- Discuss common business challenges and learn practical tips and tools to overcome them.
- Explain the company three basic functions.
- List the five main business improvement tools.
- Identify methods of recruiting, interviewing, training and retaining quality personnel.
- Apply the key measures of business performance to your own business.

**Designation Credit:** CAPS; CGA; CGB; CGP; CGR; Master CSP

**Continuing Education Credit:** CAPS; CGA; CGB; CGP; CGR; CSP; CMP; GMB; Master CSP; MIRM; 6 AIA/CES LU

### ADDITIONAL INFORMATION

For overnight accommodations, we have agreements with the Hampton Inn (217-793-7670) and Staybridge Suites (217-793-6700) for \$99 a night, both located less than two miles from our office. Just ask for the Springfield Area Home Builders Association rate at each.

Continental breakfast and lunch are complimentary with your registration.

Cancellations made in writing 10 days prior to the course will receive a full refund. Those made within 10 days of the course will be subject to a partial refund.

### Registration Information

Name	HBA Name		
Company	Address		
City	State	Zip	Email Address (Please note, it is NAHB's policy not to share or sell its e-mail addresses.)
Phone	Fax		
<b>Registration Fees</b> (Includes lunch and materials.)		<input type="checkbox"/> Member Rate - \$225 <input type="checkbox"/> Non-Member Rate - \$300	
<b>Payment Information</b>		<input type="checkbox"/> Check Made Payable to: SAHBA	<input type="checkbox"/> MasterCard <input type="checkbox"/> Visa
Credit Card Number		Exp. Date	VIC Code
Name on Card		Signature	