



Spring 2017

The Ontario Home Builders' Association and our Institute of Building Excellence is committed to providing professional development opportunities for the residential construction industry. With a focus on updating and development of new training programs, we continue to raise the level of professionalism and set a high standard for entry into this important economic sector. The most effective way this can be done is through a certification program, providing builders and renovators with something tangible they can use to promote their business and keep a competitive edge in today's economy.

**\*Courses being proposed by Tarion Warranty Corporation to be required to obtain warranty coverage within the coming year. Get ahead of the competition and start fulfilling your training requirements today! Visit [www.learnyourliving.ca](http://www.learnyourliving.ca) today to enrol in a course near you.**

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### Marketing and Project Sales

Learn about the importance of building an effective Sales and Marketing Strategy, from researching the market to opportunities to building a home to meet the exacting needs of the target buyer. All of which results in the final sale of the home to very satisfied customers that "sing the praises" of the builder/trades/developer/realtor.

Instructor: *Richard Luciani*

**Location: OHBA**

**Date: February 23, 2017**

All Courses \$350  
Register on-line today  
[www.learnyourliving.ca](http://www.learnyourliving.ca)

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### Building Science for Renovators

Obtain the tools and skills you need to succeed in Green Building design and energy-efficient renovation projects. Learn such things as how heat, air flow and moisture interact with a house, the building envelope, air tightness, ventilation and heating systems. Find the tools and information you need to make better informed decisions. Gain knowledge in evaluating the most cost effective and most energy efficient solutions and how to include your homeowners in the decisions to reach their goals.

Instructor: *Greg Labbe*

**Location: OHBA**

**Date: February 9, 2017**

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### **Customer Service and Warranty\***

Increase your awareness and understanding of the elements of Customer Service and Warranty that directly affect the everyday operation of your building or renovating company. Management and staff will gain a better understanding of the importance of exceeding services expectations.

Instructor: *Victor Fiume*

**Location: OHBA**                      **Date: February 2, 2017**

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### **Financial Management\***

Most business owners are not trained professionally in accounting or finance; but given the uncertain nature of business and economic cycles combined with an increasingly rapid rate to technological change, monitoring the financial condition of a business and making sound financial decisions has never been more important.

Instructor: *Jean-Pierre Seguin*

**Location: OHBA**                      **Date: March 9, 2017**

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### **Project Management and Site Supervision**

To help both novice and experienced superintendents improve their awareness and understanding of the primary elements of construction supervision that will result in improved performance and profitability for your building company. The course covers methods to get employees and sub-trades to work together to get the job done on time and on budget while meeting standards for quality and using new and innovative methods and materials. You will learn techniques that will help in planning and scheduling of complex projects, get people working as a team and keep your projects on the path to successful completion.

Instructor: *Greg Labbe*

**Location: OHBA**                      **Date: January 19, 2017**

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For further information about the Master Builder Program, and other activities of OHBA you may contact:

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