



Builders Do You Need to fulfill your Continuing Education

Take one class or both to satisfy your CE credits in one day!

Date: Tuesday, October 3, 2023

GMHBA Member Cost: \$100 per class or save and take both classes for \$150

Non-GMHBA Member Cost: \$175 per class or save and take both classes for \$300

**Location HBAA Office, 7515 Halcyon Summit Drive Suite 100, Montgomery, AL
(lunch will be provided)**

8:00 a.m.-12:00 p.m.

Becoming a Trusted Advisor

At the completion of this course, students will be able to develop and build the communication knowledge and skills needed to create and maintain customer confidence and trust throughout the buying process. Students will be able to effectively establish connection and credibility as they uncover customer wants, needs and motivation, present the most relevant home features and benefits, respond to customer questions and concerns in a personalized way.

Instructor: Sarah Robinson

CEU: 4

1:00 p.m.- 3:00 p.m.

Financial Responsibilities for Alabama Builders (Alabama Specific)

This course will provide an overview of financial responsibilities of builders/business owners. Topics to be covered will include financial considerations of a business plan, varying types of legal structures for business entities, payroll and payroll tax considerations, bookkeeping considerations and relevant accounting and reporting requirements.

Instructor: Rebecca Graham

CEU: 2

Person attending the class must be the License holder or the Designated Qualifying Representative (DQR).

Name _____

Company Name _____

Address _____

Phone _____ Email _____

Home Builders License Number _____

These courses have been approved by the State of Alabama Home Builder Licensure Board for the listed continuing education hours

Brought to you by the Greater Montgomery Home Builders Association

PO Box 230160, Montgomery, AL 36123 • (334) 277-7766

Make checks payable to :GMHBA or log onto www.gmhba.org to pay online

