

Building Contractors Association of SW Idaho

# Certified New Home Sales Professional

Building Contractors Assoc of SW Idaho

BUILDING CONTRACTORS ASSOCIATION

OF SW IDAHO  
6206 N DISCOVERY WAY

SUITE A  
BOISE ID 83713



Register Now For  
Certified New Home Sales  
Professional  
[www.bcaswi.org](http://www.bcaswi.org)



Affiliated With  
**NAHB**<sup>®</sup>  
National Association  
of Home Builders

[www.bcaswi.org](http://www.bcaswi.org)

## Certified New Home Sales Professional

Instructor(s): Chuck Miller, GMB CGB CGR  
CAPS CGP MIRM CMP MCSP CSP

Master the craft of successful selling. This professional-level course is designed for specialists in new home sales. You will gain a broad understanding of the home building business, discuss consumer psychology and learn the advanced techniques used by real estate veterans for greeting, closing and overcoming objections.

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

- Understand the Critical Path to Successful Selling in the new home sales environment
- Explain the basic construction features that benefit the home buying process
- Utilize elements of effective communications in the selling environment
- Expand your knowledge of the legal aspects of the real estate business and fair housing guidelines

**Designation Credit:**  
CSP; Master CSP

**Continuing Education Credit:**  
CAPS; CGA; CGB; CGP; CGR; CSP; CMP; GMB; GMR; Master CSP; MIRM

This course has been approved for 21 hours of Realtor continuing education credit by the Idaho Real Estate Commission.

## Additional Information

This course consists of three (3) Modules taught on three (3) Thursdays

June 8, 2017 8:00 am - 5:00 pm

Module 1: The Art and Science of Selling

June 22, 2017 8:00 am - 5:00 pm

Module 2: Understanding New Home Construction

June 29, 2017 8:00 am - 5:00 pm

Module 3: Selling Skills For New Home Sales Professionals

You must attend all three (3) modules to receive credit for the course.

## Registration Information

(one form per attendee)

NAME \_\_\_\_\_

COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_

STATE \_\_\_\_\_ ZIP \_\_\_\_\_

PHONE \_\_\_\_\_ CELL \_\_\_\_\_

FAX \_\_\_\_\_

E-MAIL ADDRESS \_\_\_\_\_

Please note: It is NAHB's policy not to share or sell its e-mail addresses.

### Fees and Payment

- NAHB Member \$375  Non-Member \$475
- Check made payable to: BCASWI
- MasterCard  Visa
- Discover Card

CREDIT CARD NUMBER \_\_\_\_\_

EXP. DATE \_\_\_\_\_ CS# NUMBER \_\_\_\_\_

NAME ON CARD \_\_\_\_\_

SIGNATURE \_\_\_\_\_

### Cancellation Policy

Registration is refundable if cancelled up to 5 business days prior to the course.



Building Contractors Assoc  
of SW Idaho  
6206 N Discovery Way Suite  
A  
Boise, ID 83713



## To Register

BY PHONE  
(208) 377-3550

BY FAX  
(208) 377-3553

BY MAIL  
6206 N Discovery Way  
Suite A  
Boise, ID 83713

ONLINE

www.bcaswi.org



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