



CANADIAN
HOME BUILDERS' ASSOCIATION
BRITISH COLUMBIA

BUILDERS' SUPER WEEK

RECEIVE UP TO 22.5 CPD CREDITS OVER 3 DAYS

MARCH 7 - 9 HYATT REGENCY HOTEL - VANCOUVER



DAY 1 - MARCH 7

HAZARDOUS MATERIALS IN BUILDINGS

WorkSafeBC 8:00am – 12:00pm Group A 3.75

Builders and contractors come across many hazards during their everyday work. Some of these, including asbestos, lead, silica and mould can cause occupational diseases which may result in permanent injury or death. During the course of this session we will look at some of the hazardous materials typically found in buildings and the responsibilities that building owners, consultants and contractors have to deal with them.

Objectives:

- What hazardous materials are typically found in buildings?
- How are these materials sampled and identified?
- What are survey and clearance reports and who is qualified to prepare them?
- What must contractors do to protect their workers during the removal of these materials?
- What are the Regulatory requirements for dealing with these materials?
- Where do you find information on WorkSafeBC's web site?

MARKETING FOR RENOVATORS AND BUILDERS

Danny Kerr 8:00am – 12:00pm Group B 3.75

Looking for more of those perfect clients who are easy to work with and get huge value from what you do?

Fearing this booming economy will end one day and you will suddenly have no more work ahead?

To build any business that is streamlined and predictable being in control of your marketing results is key. How you allocate your companies money and time to marketing will have a dramatic effect where you end up in the marketplace. If you feel you have little control or intentionality in how you generate leads this session will put you back in the driver's seat.

Objectives:

- Help you build a 2017 marketing plan to effusively allocate the right time and money to getting predictable results
- Give you a tool to profile your ideal customer and structure a marketing campaign that speaks directly to them
- Review the most effective marketing tactics used in the renovations and building industry

ENERGY STAR®

Richard Kadulski 1:00pm – 5:00pm Group B 3.75

ENERGY STAR® is a new labelling program to qualify higher performance houses, and is part of an international labelling system that is consumer recognized. Participants will learn what is required in building an ENERGY STAR qualified home including air changes per hour, EnerGuide Rating and mechanical requirements. Participants will also learn about the administrative procedures for enrolling a home to meet the ENERGY STAR qualification as well as information on new incentive programs aimed at ENERGY STAR qualified homes. Once the training is complete, participants can apply for their ENERGY STAR license and will gain access to consumer focused marketing tools, provided nationally, to promote the ENERGY STAR for New Homes initiative.

PROFESSIONAL SELLING FOR BUILDERS

Danny Kerr 1:00pm – 5:00pm Group B 3.75

Entrepreneurs work incredibly hard to find leads and sit down with the right prospects. After all this work, it's imperative to know how to sell your product or service like a professional, while providing strong customer service and setting expectations. To avoid lost sales, possible disputes, or clients with buyer's remorse a set sales process must be followed.

Objectives:

- Learn the 5 key steps involved in the sales process, which includes setting customer values and expectations,
- Understand key elements of marketing planning and how you can build your sales process to match the 5 key steps;
- Learn necessary procedures to manage customer service problems or objections.

DAY 2 - MARCH 8

BUILDING SMART WITH SITE AND FOUNDATION DRAINAGE

8:00am – 12:00pm **Group A 3.75**

Foundation drainage problems and moisture problems can have various consequences, ranging from being a minor nuisance to resulting in serious structural damage and/or health issues. The causes of such moisture can be difficult to diagnose, and challenging and expensive to remediate due to access limitations and the invasive nature of some repairs. However, these problems can be prevented by incorporating best practices into the original design, construction and site grading of the building.

This half-day seminar will be of interest to builders, developers, designers and building officials, and will cover

- drainage design considerations
- details and workmanship required for drainage elements
- design and installation of building enclosure systems
- maintenance of site and foundation drainage
- post-construction remedial measures

As the availability and quality of developable land decreases, and land values increase, there is a trend towards maximizing the habitable square footage of new developments, including more (and deeper) finished basements. This, in combination with ongoing climate change and a resulting increase of intense storm events, means that proper drainage for below-grade spaces is becoming more important to protect the investments of owners.

BUILDING ENVELOPE DESIGN/CONSTRUCTION CONSIDERATIONS IN THE CONTEMPORARY HOUSES

Hamid Heidarali, P.Eng 1:00pm – 5:00pm Group A 3.75

Building envelope design/construction considerations in the contemporary houses

This presentation, built upon interesting case studies, 3D drawings, physical assembly/material samples, and photographs, will:

- Discuss the differences between a typical house VS a contemporary house when it comes to building envelope considerations.

- Highlight examples of compromised thermal comfort, moisture performance, energy performance, and durability, due to the lack of proper design/construction of building envelope in some of the contemporary custom-made houses.
- Demonstrate the optimum building envelope design/construction practices applicable to contemporary houses.

Objectives:

By the end of this presentation, builders will gain insight towards:

- Key factors that must be kept in mind during the design and construction of building envelope in the contemporary houses, when it comes to thermal comfort, moisture performance, energy performance, and durability.
- Optimum building envelope design/construction practices for contemporary houses that incorporate steel beams and columns, flat roofs, large windows/curtain walls, and metal fascia.
- Effective coordination measures between builder, architect, building envelope consultant, structural engineer, and HVAC contractor in contemporary houses.

STEP CODE FOR BUILDERS

8:00am – 5:00pm **Group A 7.5**

The BC Energy Step Code was brought into force in April 2017. It is a voluntary roadmap that supports market transformation from the current energy-efficiency requirements in the BC Building Code to net zero energy ready buildings by 2032.

The new performance requirements will replace local government bylaws related to energy-efficiency buildings as of December 2017. Attend this session to learn more about the BC Energy Step Code, and what you need to know to prepare for the upcoming changes.

Understand the implications of BC Energy Step Code Implementation for:

- New residential high performance construction
- Cost of implementation in multiple climate zones
- Importance of Energy Advisors and how the EnerGuide Rating works
- Strategies and incentives from a cross section of BC municipalities
- Building to different Steps
- Training and Education Opportunities

DAY 3 - MARCH 9

BEYOND IMPASSE: ADVANCED NEG. SKILLS

Karla Gonzalez 8:00am – 12:00pm Group B 3.75

To succeed in the residential construction industry, understanding how to deal with regulatory, financial or contractual issues is important. It is inevitable that misunderstanding or disagreements can happen when dealing with staff, customer, suppliers, regulators or other parties.

This seminar is for you if you want to polish your negotiation skills and improve your communication processes. This will help you provide better service to your customers or business contacts, set reasonable expectations from the beginning, understanding your rights and obligations, and take a collaborative approach to future negotiations. It will also help you deal with issues that may arise during the negotiation and reaching consensus or resolving the dispute. This hands-on seminar will challenge you to learn new business management and negotiation techniques that you can apply as part of your customer service strategy.

LEADERSHIP SKILLS

Karla Gonzalez 1:00pm – 5:00pm Group B 3.75

Leadership is essential in the residential construction industry, with many challenges such as contingency planning for unexpected problems, dealing with clients, and projects that may require high-stakes and quick decisions.

This interactive seminar will include group discussions, case analysis and collaborative learning. It will also include a range of leadership methods, which can support productivity, credibility, reputability and success. Upon completion of this seminar you will be able to:

- Develop your communication skills to enhance team performance with your crew, service providers and customers;
- Understand best practices for communication with others, such as project supervision;
- Learn how these skills can be applied to pressure situations, such as dealing with customers;
- Learn how to be aware of other people's skills and abilities on your team as part of your human resources plan;
- Understand your responsibilities in a leadership role on site;
- Be aware of your personality type as an industry professional and how this affects your business and team dynamics;
- Practice leadership through innovation to increase productivity; and
- Manage change effectively.

ABOVE GRADE WALLS AND GLAZING ASSEMBLIES

Hamid Heidarali 8:00am – 5:00pm Group A 7.5

An interactive and collaborative format will be implemented in this hands-on workshop with the goal to make the session as rewarding as possible. Various brainstorming sessions will be incorporated, with the goal to create a vibrant and energetic sessions in the support of the learning experience of the attendees. The workshop will be supported by ten mobile wall assemblies featuring interior insulated, split insulated, and exterior insulated walls, along with double-glazed and triple-glazed windows, and wall penetrations. In addition, an intuitive and easy to follow PowerPoint presentation will be developed, showcasing various interesting case studies, photographs, and 3D drawings.

Objectives:

- A wide-range of wall assemblies, showcasing various methods of improving thermal performance, air tightness, moisture management, long-term performance, access to utilities, and adaptability to future repair/renovation.
- Window selection process with the focus on improving thermal comfort, thermal performance, air tightness, moisture management, long-term performance, daylighting, and maintainability.
- Effective building envelope detailing around wall penetrations and windows; optimum location of the window in the wall from the thermal performance and condensation resistance stand point.

REGISTRATION FORM

PRICING

Please select the type of registration you would like.

Member Full Conference	\$699 + txs	Non-member Full Conference	\$899 + txs
Member 2 Day	\$599 + txs	Non-member 2 Day	\$799 + txs
Member 1 Day	\$499 + txs	Non-member 1 Day	\$699 + txs

Price include breakfast(s), lunch(s) and 2 coffee breaks

REGISTRANT INFORMATION

First Name _____
Last Name _____
Company _____
CHBA Member # _____
Address _____
City _____ Province _____ Postal Code _____
E-mail _____
Phone Number _____

DIETARY NEEDS

Vegetarian
Vegan
Dairy-free
Gluten-free
Kosher

COURSE SELECTION

Hazardous Materials in Buildings
Marketing for Renovators
and Builders
Energy Star®
Professional Selling for Builders
Supervision

Building smart with site
and foundation drainage
Building envelope design/
construction considerations
in the contemporary houses
Stepcode for builders

Beyond Impasse: Advanced
Neg. Skills
Leadership Skills
Above Grade Walls and
Glazing Assemblies

PAYMENT INFORMATION

VISA MasterCard

Cardholder _____

Card Number _____

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