



Business Management for Building Professionals

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 instructor gives you practical and applicable tools for management success.

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 three basic functional areas within a company
- List the five main tools used to improve a business
- Apply each of the five Ps to the three functional areas of business
- Identify methods of recruiting, interviewing, training, and retaining quality personnel
- Apply the key measures of business performance to your own business

Who should attend: Builders, Remodelers, Subcontractors/ Specialty Trades, and Suppliers

Presenter: Christian Malesic, CGR, is the Chairman of the Board of Directors and President / CEO of two construction industry related firms: CM Squared, Inc. - Full Service Electricians and The Malesic Group, Inc - Property Rentals, both in Harrisburg, Pennsylvania. Under his direction, each has experienced continuous top line and employee growth every year since incorporated.

Date: Tuesday, November 11th
Time: 8:00 a.m. - 4:30 p.m.
Location: YCBA Office
 540 Greenbriar Rd.
 York, PA, 17404

Menu: Breakfast and Lunch
Cost: \$155 YCBA/NAHB Members
 \$195 Non-Members
RSVP: by Wednesday, November 5th

Designation Credit: Certified Aging in Place Specialist (CAPS), Certified Graduate Associate (CGA); Certified Graduate Remodeler (CGR); Certified Graduate Builder (CGB); Certified Green Professional (CGP); Master Certified New Home Sales Professional

Continuing Education Credit: Certified Aging in Place Specialist (CAPS), Certified Graduate Associate (CGA), Certified Graduate Builder (CGB), Certified Graduate Remodeler (CGR), Certified New Home Sales Professional (CSP); Master CSP; Certified New Home Marketing Professional (CMP); Graduate Master Builder (GMB); and Member of Institute of Residential Marketing (MIRM)

Become a Certified Green Professional:
 Take Green Building for Building Professionals on October 27th & 28th, this class, and have two years construction experience to complete the requirements to become a Certified Green Professional.

Business Management Reservation Request Form - Deadline is Wednesday, November 5th

Company Name: _____ Contact Person: _____
 Telephone: _____ Email: _____
 Attendee(s): _____

Return Reservation and Payment to:

York County Builders Association
 540 Greenbriar Road
 York, PA 17404

Contact: Cathy Warner
 Phone: 717-767-2444 ext. 16
 Fax: 717-764-9395
 E-mail: Cathy@YorkBuilders.com

Payment must be made in advance:

Check enclosed in amount of \$ _____
 Visa/MC Card #: _____
 Exp date: _____ CVS#: _____
 Name on Card: _____

No shows and late cancels may be billed \$50.