



CANADIAN
HOME BUILDERS' ASSOCIATION
BRITISH COLUMBIA

REGIONAL EDUCATION PROGRAM

RECEIVE UP TO 15 CPD CREDITS OVER 2 DAYS

MARCH 19 - 20 FAIRMONT EMPRESS HOTEL - VICTORIA



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?

BUILDING SMART WITH SITE AND FOUNDATION DRAINAGE

BC Housing 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.

Objectives:

- 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.

IMPROVING THE CULTURE OF SAFETY IN RESIDENTIAL CONSTRUCTION – A FOCUS ON YOUR RESPONSIBILITIES

WorkSafeBC 1:00pm – 5:00pm CPD TBD

This session will take you on a “safety” journey through “planning your work, and working to your plan” in order to keep all workers at your site safe and injury-free. Learn about your responsibilities as an owner, employer and supervisor, and what “due diligence” really means. You’ll also hear first-hand about WorkSafeBC’s prevention and enforcement focus in residential construction for 2018-2020 – important knowledge that will help you ensure the safety of your workers, and help your business to remain profitable.

**TRADESHOW FROM
8:00AM TO 5:00PM
WELCOME RECEPTION
FROM 5:30PM TO 7:00PM**

PROFESSIONAL SELLING

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

Today's consumer demands a professional experience right from sales to production, and it's up to us as entrepreneurs to deliver on this need if we expect to maintain a quality driven brand in our community.

A well-developed sales process is where it all begins, and is derived from a proper blend of psychology and structure. Running the business, it's easy to forget this and end up wasting valuable time and money with the wrong prospects or using the wrong approach. This is where great companies are made and lost. If you are feeling it's time to enhance your sales process, this session is for you.

We will be discussing the 5 key elements that exist in the psychology of buying and create awareness around your natural selling style. You will then learn how to create a systemized and professional sales process that is replicable for you and your sales staff.

Objectives:

- Learn about the psychology of buying
- Identify key areas your company is lacking in the sales process
- Develop a sales process that enables more of the right customers to buy from you
- Learn about key sales collateral to assist you in your sales process

ABOVE GRADE WALLS AND GLAZING ASSEMBLIES

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

This hands-on and energetic workshop will include brainstorming sessions, case studies and 3D drawings. 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.

Objectives:

- Demonstrate 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 a 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, including the 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	\$499 + txs	Non-member Full Conference	\$699 + txs
Member 1 Day	\$399 + txs	Non-member 1 Day	\$599 + txs

Price includes breakfast(s), lunch(s) and 2 coffee breaks and welcome reception.

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

Building Smart with Site
and Foundation Drainage

Improving the Culture
of Safety in Residential
Construction

Professional Selling

Above Grade Walls and
Glazing Assemblies

Welcome Reception

CHBA BC WELCOME RECEPTION 5:30PM TO 7:00PM.

PLEASE VISIT THE EXHIBITORS ON MARCH 19TH.

PAYMENT INFORMATION

VISA MasterCard

Cardholder _____

Card Number

_____ CVV _____

Expiry Date _____

Signature _____