



CANADIAN
HOME BUILDERS' ASSOCIATION
BRITISH COLUMBIA



BUILDERS' EDUCATION SUMMIT

RECEIVE UP TO 31 CPD CREDITS OVER 3 DAYS

SEPTEMBER 11 - 13 HYATT REGENCY HOTEL - VANCOUVER



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?

NEGOTIATION SKILLS

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

This seminar is designed for anyone who is interested in developing effective negotiating skills and strategies.

Objectives:

- Understand and apply effective communication skills and learn how the Communication Model works.
- Identify (list and distinguish) different types of negotiation and know (be able to list) the characteristics of each.
- Identify your own negotiating style and tailor it to your specific needs as you learn new techniques.
- Develop strategies that support your own style of negotiation.
- Learn and practice a series of negotiation micro skills.
- Discuss ethical issues arising in negotiation.
- Build skills based in the practice of a system of principled negotiation or interest based negotiation.
- Recognize dirty tricks and tactics during negotiation and be able to deal with them effectively.

- Identify (learn and retain) before and during negotiation, the interests that you and the other negotiator seek to advance. Recognize and utilize in negotiation, questioning techniques, communication skills and listening skills, which will advance your own interests while still recognizing the other party's interests. Integrate a flexible negotiation model useful in every aspect of your professional (workplace), personal and social life.
- Choose and apply from a selection of techniques for reaching agreement, those that will assist you in forming consensus in a negotiation.
- Learn to identify what your best alternative to a negotiated agreement (BATNA) is and what your worst alternative to a negotiated agreement (WATNA) is and know when it is useful to integrate it to the negotiation.
- Learn to negotiate on the merits of the dispute by being hard on the problem and soft on the people.
- Learn to negotiate cooperatively without compromise even if the other party does not have the same style of negotiation you have.

PST/GST

BC Government 8:00am – 12:00pm Group B 3.75

Learn from the experts themselves. We have the Canada Revenue Agency and the Ministry of finance discuss topics on the PST/GST on New Housing Rebates, Substantial Renovations, Bare Land, Real Property Basics and much more.

Objectives:

- When to pay PST on your goods and supplies.
- How PST applies to goods for resale vs. those you install.
- How PST applies to goods used to fulfill a contract outside BC.
- When you need to be registered to collect PST.
- When to charge your customers PST.
- How PST applies to goods bought outside BC.
- When you may be eligible for a PST refund and how to apply.
- What to expect and how to prepare for a PST audit. Learn from the experts themselves. We have the Canada Revenue Agency and the Ministry of finance discuss topics on the PST/GST on New Housing Rebates, Substantial Renovations, Bare Land, Real Property Basics and much more.



LEADERSHIP SKILLS

Karla Gonzalez 1:00pm – 5:00pm Group A 1.8, Group B 1.95

This highly interactive and dynamic seminar provides the skills required in organizations to foster a collaborative working environment.

Objectives:

- Develop strong interpersonal skills and learn how to be aware of other people's skills in today's organizations.
- Gain communication skills to enhance team performance, problem solving, manage change and encourage creativity within your organization.
- This seminar will give managers, supervisors, team leaders and other participants the skills they need to successfully interact with others and assist their organization in realizing its goals while at the same time pursue continuous growth and positive development. Will assist anyone who is committed to improving his/her communication and interpersonal skills.
- Develop critical core skills through group discussions, case analysis and collaborative learning. Topics of discussion will include, but not be limited to the multicultural organization, dispute systems design and ethics.
- Become aware and explore your personality type and understand how this affects your working relationship with others.
- Practice leadership through innovation.

BUILDING SCIENCE 101

Hamid Heidarali 1:00pm – 5:00pm Group A 3.75

This interactive presentation, built upon a wide range of real and interesting building envelope case studies, photographs, 3D drawings, and material and assembly samples, will introduce building science principles in the context of building envelope assemblies. Various brainstorming sessions will be proposed during the presentation to engage the audience, and to create a collaborative learning experience.

FALL PREVENTION

WorkSafeBC 1:00pm – 5:00pm Group A 3.75

Did you know that falls are a leading cause of serious injury in the construction industry? Don't miss this half-day workshop where you'll learn about fall protection solutions and ways you and your crew can stay safe when working at heights.

Objectives:

- Responsibilities for fall prevention in the construction industry Safety is everybody's responsibility. Learn how owners, managers, supervisors, contractors, tradespersons, and regulatory personnel play a part in ensuring safety at your worksite.
- Fall protection planning and procedures
- Learn the key points to evaluating and planning your fall protection needs for each project. We will walk you through the planning process and discuss work procedures, fall prevention methods, and the use of fall protection equipment.
- Ladders and scaffolding in construction WorkSafeBC's prevention officers will discuss ladder safety in construction, including the safety resources that have been created to support WorkSafeBC's 2016/17 Construction High Risk Strategy. Scaffolding safety will also be discussed.

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

RADON AWARENESS

David Innes and Britt Swoveland 8:00am – 12:00pm Group A 3.75

Radon is responsible for thousands of lung cancer deaths every year. Radon is present in all buildings to some degree. The hazard can be prevented during construction and in the way we maintain our homes, schools and workplaces.

This presentation will cover the basic facts and how to avoid this serious air quality and health issue. We will explain/cover what radon is and the health risk, radon mapping and examples of indoor radon studies in BC, building code changes and radon legislation across Canada, radon detection and measurement options, provide a comprehensive description of mitigation methodologies and solutions Build right and save lives.

HARASSMENT AND DISCRIMINATION

Sue Wazny 8:00am – 12:00pm Group A 2, Group B 1.75

Objectives:

- To distinguish between what is bullying/harassing behaviour and what is not
- To build an awareness of the objectives, standards, definitions and procedures outlined in the Respectful Workplace policy
- To identify what to do if people feel they are not being respected (or being harassed)
- To identify effective responses in addressing concerns from others about behaviour

Workshop Synopsis and Outline:

Introductions, Objectives & Overview

Sources of Conflict

- The "Costs" of unaddressed conflict in the workplace
- Assumptions, Impact and Intent
- What is Harassment and Bullying
- Definitions
- Criteria for determining harassment
- What the Law says – changes to BC legislation
- What should be in your policy?
- Who is responsible to ensure a safe workplace?
- Confidentiality & Retaliation

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

THE 5 STRENGTHS OF A TEAM

Sue Wazny 1:00pm – 5:00pm Group B 3.75

Participants engage in lively discussion to identify teamwork best practices and standard of excellence. Looking at concepts like Campsite Standard, where campers always leave the site in better shape than they found it, participants examine the challenges of "not-my-job"ism and commit to additional efforts to pitch in and support each other.

Objectives

- Identify our own working styles and how these styles work with others
- define teamwork
- review and reinforce standards discussed in the previous workshop
- challenge participants to focus on areas of control and influence rather than being overwhelmed by factors over which they have little control

PROJECT MANAGEMENT

Lori Gobert 1:00pm – 5:00pm Group A 3.75

This course provides professional insight combining enthusiasm, commitment and drive with a successful business model resulting in satisfied clients, employees committed to your culture and your company achieving its full potential.

We will review and discuss topics that can have a profound effect on your project – both positive and negative. A Project Manager should be the first line of defense on the project – are they set up for success and able to protect your company?

- Project Management and Accountability
- What are the key Project Management Process Groups and how do they interact?
- Risk Management – Identifying risks and mitigating them
- Pre Construction – Getting buy-in from all the stakeholders
- Scope – Budget – Quality – Schedule – How do they interact? Creating and Monitoring & Controlling them
- Human Resources – How to plan a great team? Subs or Employees? Developing your team and managing them
- ending Projects – Can the process be refined?
- Procurement – What is the best process? What to look for in reviewing bids? What is the best way to utilize PO's and Subcontract Agreements to protect your company?
- Contracts & Insurance – What are the different types of client contracts? What insurance should you have in place? What is involved in the bonding process?
- Reporting - What are the necessary reports and the timing of them to effectively monitor your project?
- Project Close Out - How to efficiently close out your project?

BC ENERGY STEP CODE

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.

HEATING AND VENTILATION

8:00am – 5:00pm *Thermal Environmental Comfort Association Group A 7.5*

In this session you will learn about three key topics in heating and ventilation: controls against high indoor humidity, effective methods of installing radiant floors, and principles of moving air for builders.

Objectives:

- Amendments in the 2014 Building Code that have advanced residential ventilation;
- Ventilation in higher-efficiency buildings;
- Radiant cooling;
- Underfloor vs. infloor heating;
- Home automation integration;
- Heating equipment options; and
- Balancing air delivery with homeowner design preferences.

Topic to include:

- Forced Air
- Ventilation
- Principles of Moving Air
- Hydronic Design

A trade show will also take place on Wednesday, September 13 from 8:00 a.m. – 5:00 p.m.

Visit the exhibitors to learn more about their products and services.

NET ZERO BUILDING SCIENCE TRAINING - EXAM REQUIRED

8:00am – 5:00pm *Group A 16*

The CHBA Net Zero Building Science training is a requirement for builders/renovators participating in the CHBA Net Zero Home Labelling Program. [CLICK HERE](#) For more information on the program Administrative Requirements and qualifications for Net Zero.

Students are encouraged to bring their CHBA Manual from the Building Science for New Homes course as a resource for the Net Zero Building Science Training. Building Science training or experience is an assumed pre-requisite to pass the exam.

This course reflects the advancements in technology and innovations in the housing industry.

Objectives:

- Understand the history of energy efficiency and Net Zero Energy housing in Canada
- Identify the voluntary labelling programs available for energy efficiency and housing in Canada
- Explain the various definitions of Net Zero including the CHBA's definition of Net Zero Homes
- Understand the Building Science principles behind Net Zero Energy best practices
- Design, plan and build Net Zero Homes that meet the program Technical Requirements using cost effective, off-the-shelf technologies
- Understand and execute the construction technology and techniques behind Net Zero Energy homes, including:
- Using modelling, find the balance between energy efficiency and renewable energy with cost effectiveness as a key factor
- Best practices for the building envelope, including comfortable basements, above grade walls and exposed floors, super-efficient windows and doors, effective roofing and ceiling insulation
- Best practices for mechanical systems, including HVAC systems, HRVs/ERVs, heat pumps, and drain water heat recovery
- Best practices for Solar PV design, sizing, orientation, integration and installation
- Produce a sample technical specification sheet that could be used immediately



REGISTRATION FORM

PRICING

Please select the type of registration you would like.

Member Full Summit	\$699 + txs	Non-member Full Summit	\$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
- Negotiation Skills
- PST/GST
- Leadership Skills
- Building Science 101
- Fall Prevention

- Marketing for Renovators and Builders
- Radon Awareness
- Harassment and Discrimination
- Professional Selling
- The 5 Strengths of a Team
- Project Management

- BC Energy Step Code
- Heating and Ventilation
- Net Zero Building Science Training

PAYMENT INFORMATION

VISA MasterCard

Cardholder _____

Card Number

CVV _____

Signature _____

Expiry Date _____



BUILDERS' EDUCATION
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