



CANADIAN
HOME BUILDERS' ASSOCIATION
BRITISH COLUMBIA

BUILDERS' EDUCATION SUMMIT

RECEIVE UP TO 22.5 CPD CREDITS OVER 3 DAYS

OCTOBER 9 - 11
HYATT REGENCY HOTEL - VANCOUVER



TRADESHOW 7:30AM – 5:00PM

FROM PLANNING TO COMPLETION – BUILDING IT SAFELY

WorkSafeBC | 8:00am – 12:00pm
3.75 CPD

This session will provide attendees with an overview of WorkSafeBC's Construction High Risk Strategy, along with the residential construction initiative, which involves residential construction from initial planning to finishing the build, and will include the following:

- A discussion on the focus areas of the strategy, including the goal to prevent unsafe acts or conditions that cause workplace serious injuries and fatalities by addressing identified shortcomings in planning and supervision, and by ensuring a proper selection of tools, equipment, or processes. It will also include a look at the additional focus areas for 2019 which includes:
 - fall protection system anchors selected and used in the residential wood frame construction industry
 - health and safety responsibilities of prime contractors to ensure they have established and maintained a system or process that will ensure compliance with the fall protection requirements of the Occupational Health and Safety (OHS) Regulation
- An update on WorkSafeBC's "Notice of Project" and its requirements for builders. As of January 2019, all employers can access to the new online form, which WorkSafeBC will continue to enhance throughout 2019.
- A review of the new "Safe Work Practices for Residential Construction" book, being re-written to take you through the stages of construction with a focus on worker and workplace safety
- An early notice of 2020 changes that are coming to the "Limits of Approach" requirements in electrical safety. You'll be among the first to hear what those changes are to ensure that you're ready for them.

VENTILATION AND INDOOR AIR QUALITY

TECA | 8:00am – 5:00pm
7.5 CPD

This one-day seminar covers ventilation problems, solutions, and methods that meet the building code.

You will learn:

- Methods and choices for fresh air distribution in bedrooms and permitted secondary suites;
- Avoiding moisture issues;
- Sizing of principle ventilation systems; and
- Code changes that impact ventilation.

DESIGNER INSIGHT ON CONSTRUCTION

Sarah Gallop Design | 1:00pm – 5:00pm
3.75 CPD

This seminar is designed for single family builders and renovators who want insight into how builders fail and succeed with their projects. Sarah Gallop Design Inc. has completed 500+ renovations and new homes, and worked with 50+ builders/renovators over 10 years. Attend this session and learn how to leverage relationships with your architects and designers, what to avoid, and what you need to know!

You will learn:

- Contracts and pre-construction pitfalls;
- Financial planning and how clients react to different pricing structures;
- Common causes of client takeaways and recurring comments after the job is complete;
- What you think they want to hear, and what they actually want to hear; and
- Best practices for working relationships with your architect/designer that will set you apart.

SUCCESSION PLANNING FOR COMPANY OWNERS

MNP | 8:00am – 12:00pm

CPDTBD

Succession planning should take place well before you are ready to stop working. Attend this session and understand how to set up for succession, when to start the process, and an optimal roadmap to execute your plan. This session is presented by MNP tax and family office specialists.

You will learn:

- How to decide what option is best for you and your company, in accordance with your business and human resources plans;
- How to incorporate succession planning into your company at various stages;
- Tax planning for corporations and construction company owners;
- Construct financial projections for your retirement; and
- Legal considerations, including life insurance and estate planning.

MICROSOFT EXCEL FOR BUILDERS AND CONTRACTORS

William Wingson | 8:00am – 5:00pm

7.5 CPD

You will learn how to set up and organize spreadsheet estimate into summary sheet with detail sheets backed by excel databases that store cost information.

- Create and use formulas that will automatically calculate quantities
- Use functions to look up information from excel “databases” and detail sheets (for example a pricing sheet)
- Link information (for example to suppliers websites)
- Navigate spreadsheets
- Calculate profit and overhead accurately
- Implement controls to add functionality to spreadsheets
- How to create forms
- How to use Excel to accurately calculate profit, overhead, markups, and taxes
- How to use features such as VLOOKUP and HLOOKUP to access and analyze an MS Excel database for example pricing of materials

You will also learn how to use Microsoft Excel to visualize, plan and track your projects, this especially useful if you are a Project Manager working on small to midsize projects. You will be able to create simple project management spreadsheet (Gantt charts) using Excel as a project tracker or something even more complicated like an Excel project management dashboard.

RESIDENTIAL HEATING, VENTILATION AND COOLING

TECA | 8:00am – 5:00pm

7.5 CPD

Ventilation and heating systems are a key component to indoor air quality and occupant comfort. In addition, there are several best practices to ensure the selected equipment is sized appropriately and meets the intended outcomes.

You will learn:

- Heat loss and heat gain considerations, and applicable software;
- Forced air guidelines and selection criteria for furnaces and heat pumps;
- Best practices for radiant floors, walls, and ceilings;
- Controls for energy efficiency, automation, and remote sensing; and
- Code requirements for hydronic inspections.

HOW TO BUILD AND RETAIN A STRONG TEAM OF LEADERS

MNP | 1:00pm – 5:00pm

CPDTBD

Your best people are key to your success. How should you reward them and how can you help retain them for the long term? This session will cover the best practices for your working relationships with employees, and considerations for your human resources plan. This session is presented by MNP.

You will learn:

- How to design a bonus plan to help with the retention and reward of good people;
- Principles for a good Employee Bonus Plan as part of your business plan;
- How to tell your story as a construction company as part of your sales strategy;
- How construction managers should understand the numbers from a decision-maker point of view; and
- Considerations for an employee share ownership program (ESOP) as part of your business and human resources plans.

DRIVING RESULTS & PRODUCTIVITY TO FINISH 2019 STRONG

BREAKTHROUGH ACADEMY | 8:00am – 12:00pm

3.75 CPD

Do you need to create results in your last quarter, but find yourself being distracted with fires to put out and staff that are dragging their feet? With so many things competing for your attention as owner of the company, it's absolutely crucial that you're able to narrow in on the most important priorities and keep your team focused. Your results at the end of the year will rely on having a clear plan of action now, and leadership systems that keep your staff motivated and accountable. If you're struggling to find the motivation and direction finish your year strong, this course will give you the tools you need to make some solid progress between now and year end.

During this session we'll cover:

- How to identify your business vision and priorities for the last quarter and build a strategic plan around them;
- How to break your plan down into weekly goals & actions that can get scheduled into your calendar;
- How to identify the performance gap causing an employee's low productivity and how to effectively communicate in response;
- Manage change and set appropriate performance benchmarks for your team;
- A unique goal setting & review process to align your team's energy for a final, 90 day push; and
- All the resources and templates you'll need to get your plan in place immediately.

ACCOUNTING FOR BUILDERS AND CONTRACTORS – USING SAGE 50

William Wingson | 8:00am – 5:00pm

7.5 CPD

This one day course is designed for people who want to improve their productivity, as well as benefit from the powerful features available with Sage 50, a simple but powerful computerized accounting program. We will also cover advanced Accounts Payable, Accounts Receivable, Projects, Inventory and Services topics - all critical aspects of Financial Management.

You will learn:

- General journal, accounts payable, account receivable functions;
- Activating, creating, reporting, and updating a budget;
- Managing projects: setting up projects, allocating expenses and revenues to projects, reporting on projects;
- Creating and setting Up taxes, and calculating remittances; and
- Preparing statements and charging interest on overdue accounts.

Note: Please bring your laptop for this seminar. We will be working with the Sage 50 version 2019 (You will be able to access a free student version for the class.)

THE 3 KEYS TO GETTING OUT OF THE DAY-TO-DAY IN YOUR TRADES BUSINESS

BREAKTHROUGH ACADEMY | 1:00pm – 5:00pm

3.75 CPD

Most business owners are experts in their field but often lack the people and systems required to grow their business to its full potential.

In this workshop, we'll cover the three most important aspects of creating a business that fulfills your vision and quality requirements, meets your human resources plan, and runs like a well-oiled machine without your constant involvement. You'll leave with the tools and insights to develop a highly effective organization, including:

- The unusual project planning methodology that will align your staff towards one common goal;
- A proven system for recruiting top talent in your industry;
- A clear management process to set up, monitor, and track your cost control to better understand the numbers on every job you do; and
- Take home forms and templates to apply in your own business.

REGISTRATION FORM

PRICING

Please select the type of registration you would like.

Member 1 Day	\$499 + txs	Non-member 1 Day	\$699 + txs
Member 2 Day	\$599 + txs	Non-member 2 Day	\$799 + txs
Member 3 Day	\$699 + txs	Non-member 3 Day	\$899 + txs

All prices include hot breakfast, lunch and 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

From Planning to Completion
– Building It Safely

Ventilation and Indoor Air Quality

Designer Insight on Construction

Succession Planning For Company
Owners

Microsoft Excel For Builders and
Contractors

Residential Heating, Ventilation
and Cooling

How To Build and Retain a Strong
Team of Leaders

Driving Results & Productivity to
Finish 2019 Strong

Accounting for Builders and
Contractors – Using Sage 50

The 3 Keys to Getting Out of the
Day-To-Day in Your Trades Business

PAYMENT INFORMATION

VISA

MasterCard

Cardholder _____

Card Number

_____|_____|_____|_____|_____|_____|_____|_____|_____|_____|_____|_____|_____|_____|_____|_____| CVV _____

Signature _____

Expiry Date _____