

NARI METRO DC - EDUCATION DAY - Bethesda Marriott Pooks Hill - April 26, 2017

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TIME	State and District Trainings	Field Training	Business Management
8:00 am To 9:00 am	Maryland Code Update <i>By Joe Nebbia, National Codes Expert</i> Attendees will learn major requirements of the energy code with a focus on problem areas for compliance throughout the state, and how the code changes for renovations and additions compared to new construction. Technical topics include air sealing best practices, ventilation, insulation installation, and duct sealing.	Introduction to Project Scheduling Using MS Project <i>By Mike Patterson, President Patterson Builders-Remodelers LLC; President NARI Metro DC</i> In this class, we'll go over the basics of putting together a schedule in MS Project, by building one in real time.	Managing the Emotional Homeowner <i>By David Lupberger, Remodel Force</i> Learn how to set clear expectations from the very first client meeting / Provide a sample paper trail to facilitate customer communication / Provide a framework to respond to customer warning signals / Take action to avert lawsuits and other serious problems
9:15 am To 10:15 am		Organizing for Success: 5 Steps to Implement Standard Operating Procedures <i>By David Lupberger, Remodel Force</i> Discover new ways to systematize company operations / Identify organizational needs and how to respond to them / Create a framework for identifying specific tasks for every position in your company / Discover how to create "standard operating procedures" needed to manage more effectively	Window Selection Process: Working Within Your Budget By Ken Clark – TW Perry - Director of Architectural Business Development Exploring the methods used to evaluate different window manufactures in respect to the required criteria for a given job. And eliminate the confusion of name brand recognition, architectural integrity, required performance values, installation challenges, and budgetary considerations.
10:30 am To 11:30 am	Working with Historic Review Boards <i>By Chris Landis, Principal Landis Architects & Builders, Past President NARI Metro DC</i> Background of historic preservation / DC Historic Review Board organization, functions, and purview / Process for a remodel to a historic property in DC (Minor and routine work; full HPO review; Major Projects) / Time and Materials contract for remodels of historic properties / Case Studies of Landis historic projects / Trending project types in HPRB applications	Client Care <i>By Jerry Levine, Principal Levine Group Architects & Builders, Past President NARI Metro DC</i> Customer Service and the Role Carpenters Play in Marketing and Future Business	Innovations in Residential Electronics <i>Kris Kaymenesh, founder and President of Sight & Sound Systems, Inc (SASSI).</i> Electronics touch our everyday lives which can provide more comfort along with a better level of security. We will be discussing why the building industry needs to realize the advantages in understanding the financial benefits that Automation and Integration can provide consumers either building a new home or simply adding to an existing home.
1:15 pm To 2:15 pm	Virginia Home Inspector <i>By David Rushton, Principal Able Building Inspections, Past President ASHI (American Society Home Inspectors)</i>	Organizing for Success: 5 Steps to Implement Standard Operating Procedures <i>By David Lupberger, Remodel Force</i> - Discover new ways to systematize company operations / Identify organizational needs and how to respond to them / Create a framework for identifying specific tasks for every position in your company / Discover how to create "standard operating procedures" needed to manage more effectively	Estimating & Bidding <i>By George Weissgerber, Senior Vice President Case Design</i>
2:30 pm To 3:30 pm		Introduction to Project Scheduling Using MS Project <i>By Mike Patterson, President Patterson Builders-Remodelers LLC; President NARI Metro DC</i> In this class, we'll go over the basics of putting together a schedule in MS Project, by building one in real time.	Developing a Marketing Plan <i>By Jennifer Purdy, TW Perry Marketing Manager</i> Define your company / Know your target / Different ways to communicate / advertise / Budgeting / costs of advertising / Tracking return on investments