

Mail or Fax your
registration form by
MARCH 10TH

**Home Builders Association of
the Grand Traverse Area, Inc.**

Address: 3040 Sunset Lane
Traverse City, MI 49684

Phone: 231.946.2305

Fax: 231.946.1051

Email: mailbox@hbagta.com

Web Site: www.hbagta.com

Class Dates:

Thursday, March 18th
HBA of Central Michigan
2026 Independent Drive
Mt. Pleasant, MI 48858 **or**

Friday, March 19th
HBA of Grand Traverse Area
3040 Sunset Lane
Traverse City, MI 49684

Time:
8:30 a.m.- 4:30 p.m.

Cost: \$175
Students who took the first 16
hours of the Green Building for
Building Professionals at the
MCTA Conference at Shanty
Creek **AND** who applied for
the Learning Communities
tuition grant from Oakland
Community College need not
pay. All others must supply
credit card information or **send
payment in full with this
completed registration form.**



**HOME
BUILDERS
ASSOCIATION**

GRAND TRAVERSE AREA, INC.

COMMITMENT TO EXCELLENCE

**Home Builders Association
of the Grand Traverse Area, Inc.
Professional Development Center**

EDUCATION SERIES

**BUSINESS MANAGEMENT for
GREEN BUILDING PROFESSIONALS**

**INSTRUCTOR:
BRUCE FROST MBA/DDL**

Learn the management skills that give green industry leaders the edge. This course will give you a solid foundation in those best practices so valuable to successful business professionals. By using case studies and sample forms, your instructor will give you practical and applicable tools for management success.

As a graduate of this course, you will be able to:

- ◆ Discuss common business challenges for green building professionals and learn practical tips and tools to overcome them.
- ◆ Explain the three basic functional areas within a green company.
- ◆ Identify five main tools utilized by green professionals to improve their business success.
- ◆ Apply each of the five "P's" to the three functional areas of business.
- ◆ Identify methods of recruiting, training and retaining quality personnel who are likely to enhance your green business.
- ◆ Apply key measures of business performance to your own enterprise.

REGISTRATION

Name:
Address, City, Zip:
School or School District
E-mail address
Phone
<input type="checkbox"/> I attended the MCTA Conference at Shanty Creek & took the first 16 hours of the green building series.
<input type="checkbox"/> I have applied for and been accepted for a tuition grant from Oakland Community College.

Method of Payment:
<input type="checkbox"/> Check # <input type="text"/>
<input type="checkbox"/> Visa <input type="text"/> <input type="checkbox"/> MasterCard <input type="text"/>
Credit Card # <input type="text"/>
Expiration Date / V Code # <input type="text"/>
Signature <input type="text"/>