

WHAT DID YOU MISS LAST YEAR?

Having attended last year's Education Day reminded me why I joined NARI in the first place. The topics were relevant and the speakers were fresh. Looking forward to this year's event!

John Gemmi

Gemmi Construction

Last year's educational day exceeded my expectations in many aspects. We not only learned a lot of valuable information that could be put to use in our organization, but the event was truly a community event for the local trades. The program provided the students and faculty at Upper Bucks Technical School an opportunity to practice their skills, audit seminars and meet many successful local tradesmen – possibly future employers. The program is a winner for all involved.

Patrick Kennedy

Superior Woodcraft

Last year's Education Day was an enlightening event, I personally thought it was one of the best ever.

Holding the event at the tech school was fantastic and including the students in the day brilliant.

What better way to ensure the future and to give young minds something to strive for."

Mike Fallon

Habitat for Humanity

BUCKS MONT NARI EDUCATION DAY

NOVEMBER 5, 2009

PLACE: UPPER BUCKS CO. VOCATIONAL SCHOOL
3115 RIDGE ROAD
PERKASIE, PA 18944

TIME: 8:00–4:00

REGISTER:

COMPANY NAME: _____

ATTENDEE:

EMAIL _____

PRICE: \$100 PER MEMBER;

\$125 NON-MEMBER

\$90 (DISCOUNTED FOR 3 OR MORE EMPLOYEES

FROM SAME MEMBER COMPANY)

METHOD OF PAYMENT: CASH, CHECK or

CREDIT CARD _____

NUMBER _____

EXP DATE: _____

FAX FORM TO: BUCKS MONT NARI

610-666-7267

ATTN: KATHY

EMAIL: INFO@BUCKSMONTNARI.ORG

WEBSITE: www.bucksmontnari.org

PHONE: 610-787-0896



THE HOUSE AS A
SYSTEM

JOIN BUCKS MONT NARI
EDUCATION DAY

NOVEMBER 5, 2009

UPPER BUCKS CO. VOCATIONAL
SCHOOL



EDUCATION IS PRICELESS

How is the current economic climate restructuring the remodeling industry? How can we incorporate elements of the green/sustainable movement into our projects? What is the "House as a System" approach? These are all questions that remodelers are facing in today's challenging environment. The Bucks-Mont Chapter of NARI is taking the lead on bringing you the answers to these and other issues currently facing the remodeling industry.

The Bucks Mont Chapter of NARI is taking these issues head on. We have structured our annual Education Day this year to bring you -- the remodeling industry professional -- the information, skills, and insights that you need to make sense of what is happening now and strategies for prospering in these difficult economic times. We have titled this year's Education Day "The House as a System" for one crucial reason, to get you and your clients to acknowledge and act on the simple fact that everything that we do in their home affects every other part of the house. If you have any doubt about what "House as a System" means to your business and prosperity in the coming year you had better join us. Successful professionals are already talking with their clients about a systems approach and integrating Green, tax incentives, and profitability into their business model. Don't be left behind. Be there on November 5, 2009.

SCHEDULE

8:00-8:30 REGISTRATION AND BREAKFAST

8:30-9:30 KEYNOTE "THE HOUSE AS A SYSTEM" Presented by Professor Rob Fleming

9:30-9:45 BREAK

9:45-10:45 **SESSION ONE**

BUSINESS OWNERS: "How to Grow Your Business Faster, Better & Easier in a Recession" Presented by Matt Miglin

FIELD STAFF: "Understanding and Working with the House as a System" Presented by Vincent Majewski

SPECIALITY: "Universal Design/Aging in Place:" What remodelers need to know before taking on a project. Presented by Pat Nunan

10:45-11:00 BREAK

11:00-12:00 **SESSION TWO**

BUSINESS OWNERS: "Thriving in the Reputation Economy" Presented by Geoff Graham

FIELD STAFF: "Exterior Walls-- Energy & Performance Efficiency" Presented by Joe Billingham

SPECIALITY: "HVAC:" What do you need to know in 2009 regarding efficiency, sustainability, tax credits and more. Presented by Jeff Smith

12:00-2:00 LUNCH and VENDOR SHOWCASE

2:00- 2:45 **AFTERNOON KEYNOTE--** "The Past, Present & Future of the Remodeling Industry" Presented by Geoff Graham

2:45-4:00 **SESSION THREE**

BUSINESS OWNERS: "Contact Relationship Managements:" It's not what you've got, it's how you work it. Presented by Ruth Gatling

FIELD STAFF: "Metal Connectors & Fasteners in Deck and Addition Framing" Presented by Erin Barker

SPECIALITY: "What you need to know about the National Green Building Standards" Presented by David Hatke

PROGRAMS

THE HOUSE AS A SYSTEM--Professor Rob Fleming, will present an overview of how every aspect of the house impacts each other

How to Grow Your Business Matt Miglin, a best selling author and third generation remodeling expert will speak about the principals that help businesses thrive no matter what the economy is doing.

Understanding and Working with the House as a System-- Vincent Majewski of Airtight Spray Foam will provide a review of building science fundamentals to create an understanding of how energy works in a house

Universal Design--Pat Nunan, CKBR, will discuss how to present options to client regarding the concept of Aging in Place. The topic of who should be included on the team will also be discussed.

Thriving in a Reputation Economy--Geoff Graham, President of Guild Quality will describe how top performing remodelers are delivering exceptional service and promoting their reputation

Exterior Walls--Energy & Performance Efficiency--Joe Billingham, CR, CLC, CKBR will present the best practices in newly framed and existing wall conditions, for optimal project energy efficiency and weather tightness

HVAC-- Jeff Smith will present HVAC as it fits into the house as a system, the issues of energy efficiency & sustainability as well as review the tax credits, rebates, and reduced rate financing that are available.

The Past Present & Future of the Remodeling Industry--Geoff Graham explores how the industry has gotten where it is today, how accomplished remodelers are setting themselves apart and what challenges remodelers will be facing in the future.

Contact Relationship Management--Ruth Gatling will discuss what a successful CRM system will do for business and how to choose the best CRM for your business

Metal Connectors & Fasteners--Erin Barker of Simpson Strong Ties will demonstrate the latest in Deck and Addition Framing

National Green Building Standards--David Hartke will discuss the NGBS' renovation format that verifies sustainable renovations and additions.