

Building Contractors Association of SW Idaho

# Built to Sell: The Partnership of Market and Design

Building Contractors Assoc of SW Idaho

BUILDING CONTRACTORS ASSOCIATION

OF SW IDAHO

6206 N DISCOVERY WAY

SUITE A

BOISE ID 83713



Register Now For  
Built to Sell: The Partnership  
of Market and Design  
[www.bcaswi.org](http://www.bcaswi.org)



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# Built To Sell: The Partnership of Market and Design

Instructor(s): Chuck Miller, GMB CGP CGR CAPS CGP MIRM CMP MCSP CSP

Missing the connection between your market and residential design is like shooting yourself in the wallet. This course equips you with a comprehensive, market-driven residential development plan that helps you pick the right site, identify your probable purchasers and design communities and homes that they will want to buy. The course draws on case studies from award-winning projects, uses images to demonstrate design elements that appeal to buyers, speaks to current trends in community and home design, addresses cost control and culminates in an experiential design activity that will solidify your ability to connect with your market and create a product built to sell.

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

- Apply the principles of market-focused design in a variety of settings
- Incorporate market-focused design in your own projects
- Maximize future profits for your company

### Designation Credit:

CMP; Master CSP; MIRM

### Continuing Education Credit:

CAPS; CGA; CGB; CGP; CGR; CMP; GMB; GMR; Master CSP; MIRM



Building Contractors Assoc  
of SW Idaho  
6206 N Discovery Way Suite  
A  
Boise, ID 83714



## Additional Information

April 19, 2017  
8:00 AM - 5:00 PM

This course has been approved for 6.5 hours of Realtor Continuing Education Credit by the Idaho Real Estate Commission.



## To Register

BY PHONE  
(208) 377-3550

BY FAX  
(208) 377-3553

BY MAIL  
6206 N Discovery Way  
Suite A  
Boise, ID 83713

ONLINE  
<http://www.bcaswi.org/events/up->

## Registration Information

(one form per attendee)

NAME \_\_\_\_\_  
 COMPANY \_\_\_\_\_  
 ADDRESS \_\_\_\_\_  
 CITY \_\_\_\_\_  
 STATE \_\_\_\_\_ ZIP \_\_\_\_\_  
 PHONE \_\_\_\_\_ CELL \_\_\_\_\_  
 FAX \_\_\_\_\_

E-MAIL ADDRESS \_\_\_\_\_

Please note: It is NAHB's policy not to share or sell its e-mail addresses.

### Fees and Payment

- NAHB Member \$225  Non-Member \$325
- Check made payable to: BCASWI
- MasterCard  Visa
- Discover Card

CREDIT CARD NUMBER \_\_\_\_\_

EXP. DATE \_\_\_\_\_

CSV NUMBER \_\_\_\_\_

NAME ON CARD \_\_\_\_\_

SIGNATURE \_\_\_\_\_

### Cancellation Policy

Registration is refundable if cancelled up to 5 business days prior to the course.