

## REGISTER TODAY

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CSV Code

Name on Card

Signature

Amount to Charge Credit Card

**FAX Form to 231-946-1051 or**

**Email Form to [debbie@hbagta.com](mailto:debbie@hbagta.com)**

## YOUR INSTRUCTOR



Robin Berry, Certified NAHB Instructor

*"In one of the first groups to earn the CAPS certification, I attended the instructor training so I could share this great information. The training challenges the building profession to prepare for the increasing demands of the population that wants to stay in their homes as long as possible. Teaching the courses with adults who are working to grow their business and personal skills is great fun."*

*Robin Berry, CAPS, CMKBD*

## LOCATION

Home Builders Association  
of the Grand Traverse Area

3040 Sunset Lane  
Traverse City, MI 49684

Phone: 231-946-2305  
FAX: 231-946-1051  
Email: [debbie@hbagta.com](mailto:debbie@hbagta.com)  
[www.hbagta.com/education](http://www.hbagta.com/education)



## CERTIFIED AGING-IN-PLACE SPECIALIST



The Certified Aging-in-Place Specialist (CAPS) designation program teaches the technical, business management, and customer service skills essential to competing in the fastest growing segment of the residential remodeling industry: home modification for the aging-in-place.



**MARCH 6, 7, and 8, 2019**  
**9:00 am – 5:00 pm**



## MARKETING & COMMUNICATING WITH THE AGING-IN-PLACE CLIENT (CAPS I)

Millions of Americans are living longer and more active lives. Because they are embracing newly found and changing lifestyles, they need to revitalize their home environment. Identifying this burgeoning opportunity and then developing the skills to interact with this market can help you grow your business dramatically.

HBA Member	Non-Member
_____ \$195	_____ \$295

Wednesday, March 6<sup>th</sup>  
9:00 am – 5:00 pm

***Lunch is Provided***



## DESIGN CONCEPTS FOR LIVABLE HOMES AND AGING-IN-PLACE (CAPS II)

To help homeowners make their home a safe and comfortable living environment for the long term, many responsive and innovative products are emerging and service providers are focusing their businesses on creating new homes and renovations that provide design flexibility, pleasing aesthetics, high function and usability for all people, without regard to age, income or ability level, and regardless of life's changes and challenges.

HBA Member	Non-Member
_____ \$195	_____ \$295

Thursday, March 7<sup>th</sup>  
9:00 am – 5:00 pm

***Lunch is Provided***



## DETAILS & SOLUTIONS FOR LIVABLE HOMES AND AGING-IN-PLACE (CAPS III)

This course builds on the CAPS I and CAPS II courses, which are prerequisites for this course, by introducing design solutions and techniques for professionals whose clients require specialized design and equipment to live and thrive comfortably in their homes. Whole house product specification and installation techniques will be covered, accompanied by practical hands-on activities.

HBA Member	Non-Member
_____ \$195	_____ \$295

Friday, March 8<sup>th</sup>  
9:00 am – 5:00 pm

***Lunch is Provided***

