



1-DAY COURSE
OCTOBER 13TH, 2009

Instructor:
**Mary Jo Peterson, CKD,
CBD, CAPS**

8:30AM- 5:00PM

**Ring's End
Educational
Resource Center**

**160 Avon Street
Stratford, CT
(203) 814-3014**

Contact Information:

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433 Meadow Street
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Millions of Americans are living longer and more active lives. And with their changing lifestyles, maturing Americans are also looking to revitalize their home environments. Identifying these opportunities and developing the skills to interact with 50+ customers can help you grow your business dramatically. Learn best practices in communicating and interacting with this exciting and evolving population, and take advantage of one of the fastest growing market segments in remodeling and related industries. As a graduate of this course, you will be able to:

- Explain the three segments within the Aging in Place market that present business opportunities for building professionals
- Implement a process for promoting new opportunities for products and services in the Aging in Place market
- Enhance your sales process with effective techniques for the Aging in Place market

Designations: CAPS, CGA, MCSP

REGISTRATION

NAHB Member Fee: \$195 Non-Member Fee: \$245

Company: _____

Attendee(s): _____

Email: _____ Phone: _____

Payment will be accepted in the form of check or VISA or MasterCard

****Please make checks payable to: The HBRA of Fairfield County****

Credit Card # _____

Exp: _____ Vcode (3-digit code on back) _____

Authorization: _____

Billing address: _____

Fax or Mail form no later than Friday October 9th to:

433 Meadow Street, Fairfield, CT 06824

Fax: 203-335-7141

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