



BIAW Real Estate School

111 21st Avenue SW | Olympia, WA 98501 | (360) 352-7800 | (360) 352-7801 (f) | www.BIAW.com

Approved Course Descriptions

As of January 13, 2018

[CAPS 1: Marketing & Communication Strategies for Aging and Accessibility](#)

8 Real Estate Clock Hours

Millions of Americans are living longer and more active lives. In embracing newly found and changing lifestyles, a need to revitalize their home environment has arisen. Identifying this burgeoning opportunity and then developing the skills to interact with this market can help you grow your business dramatically. The goal of the course is to equip course participants with the knowledge and tools to effectively market and sell services to the aging in place (AIP) market.

[CAPS 2: Design Build Solutions for Aging in Place](#)

8 Real Estate Clock Hours

The goal of this course is to enable participants to identify common challenges within the home and understand attractive design concepts that create a safe and comfortable environment for clients who want to age in place as well as identify with one or more of these groups:

- * Individuals who are not experiencing health issues related to aging
- * Individuals who have a progressive or other condition that requires home modifications/equipment
- * Individuals who are dealing with an abrupt or traumatic health-related change
- * The course presents various methods and techniques for modifying home design, from the perspective of new construction and retrofitting.

[Certified New Home Sales Professional \(CSP\)](#)

24 Real Estate Clock Hours – Classroom setting

Master the craft of successful selling. This professional-level course is designed for specialists in new home sales. You will gain a broad understanding of the home building business, discuss consumer psychology and learn the advanced techniques used by real estate veterans for greeting, closing and overcoming objections. As a graduate of this course, you will be able to define and describe the:

- Qualifications and characteristics of a new home salesperson
- Differences between selling new homes and resale homes
- Role of the Critical Path to Successful Selling in the new home sales environment
- Basic steps of the builder's decision making and development process
- Basic construction features that benefit the home buyer
- Builder's marketing approach and the impact the new home salesperson has in the marketing process
- Impact of consumer behavior on the new home selling process
- Basic elements of effective communications in the selling environment
- Importance of prospecting in searching for and qualifying potential buyers
- Legal aspects of the real estate business and fair housing guidelines

You will also gain the following skills:

- Greeting and qualifying a prospective buyer
- Using the area and community as selling point
- Successfully demonstrating the product
- Handling objections
- Reducing the process to writing
- Successful closing
- Basic new home financing
- Using follow-up systems to increase sales
- Final walk-through and call-back procedures

[Certified New Home Sales Professional \(CSP\)](#)

18 Real Estate Clock Hours (\$15 fee) – Online version

Master the craft of successful selling. This professional-level course is designed for specialists in new home sales. You will gain a broad understanding of the home building business, discuss consumer psychology and learn the advanced

techniques used by real estate veterans for greeting, closing and overcoming objections. Includes CSP I: The Art and Science of Selling, CSP II: Understanding New Home Construction, and CSP III: Selling Skills for New Home Sales Professionals. **To receive the 18 RE clock hours, you must send in your NAHB Certificate of Completion for this class and pay a \$15 fee to BIAW.**

Construction Contracts and Law

7.5 Real Estate Clock Hours

Protect your business against legal problems with well-written contracts. Many construction or remodeling companies are too small to hire full-time legal staff so it's important to understand basic contract law. This course provides a step-by-step explanation of how contracts sustain positive customer and supplier relations, provide for resolution of disputes, and minimize the risk of litigation. You will learn about mandatory and optional provisions, warranties, and arbitration procedures. Special emphasis is given to troubleshooting contracts for detrimental positions.

EPA: Certified Lead Renovator Initial

8 Real Estate Clock Hours

This class will help real estate agents and other industry professionals understand EPA's Renovation, Repair and Painting Rule. EPA requires all property managers, maintenance workers and contractors who may disturb lead paint on pre-1978 homes to become a certified renovator. Agents will learn new education requirements for homeowners as well as the impact of lead paint on the home/property they are trying to sell.

BIAW-Approved Instructors for Real Estate Clock Hours

Kris Alberti
Daimon Doyle
David Linville
Dave Porter
Jeff Shore

Dale Armstrong
Diane Glenn
Larry Linville
Dale Yerabek
Dave Mitchell

Ted Clifton
Joseph Irons
Ryan Taft

The BIAW Real Estate School is a subsidiary of the
Building Industry Association of Washington Education Program, 111 21st Avenue SW, Olympia, WA 98501.

If you have real estate courses you would like approved for Real Estate continuing education or would like more information on registering for classes, please contact BIAW at (360) 352-7800.