



RI BUILDERS  
ASSOCIATION  
BUILDING PROFESSIONALS SINCE 1945

# NEW TRAINING & DEVELOPMENT PROGRAM

## APRIL 2024

**RIBA continues to offer a variety of educational offerings for Members & Employees! Also, all RI Residential Contractors are eligible to take the classes noted below for FREE subject to enrollment in the Contractor Development Program.\***

**April 3 | 8am-10:30am**

### **Introduction to Deck Codes**

**2 ½ credit hours – taught by Mike Guertin**  
Deck codes have had more changes in the past four code cycles than almost any other portion of the residential code and there's more changes to come. Learn the basics of what the deck code includes that will help you design and build a code-compliant deck.

**April 10 | 8am-10:30am**

### **Kitchen Design and Installation**

**2 ½ credit hours – taught by Jason Oliveira**

This course covers the basics of designing a well-planned kitchen and how to install cabinetry, including the design process; material choices for cabinets and counters; utility and appliance placement; traffic flow and storage.

**April 12 | 8am-10am**

### **Get Better at Using Excel in your Business**

**No RI credit hours – taught by Kamil Sarji**

There are many great computer tools that help us succeed in a business. One of the most common, but often underutilized tools is Excel. Come learn some of the tricks and best practices using excel for your business.

**April 15 | 8am-10:30am**

### **Hardwood Flooring**

**2 ½ credit hours – taught by Ryan Baker (IN PERSON)**

This class will discuss the different materials used for flooring, which are best used in various situations (traditional raw wood installation versus prefinished hardwood),

and a discussion of finish system options for site finish compared to prefinished based on recent product advancements.

**April 16 | 8am-10:00am**

### **Advertising Trends - What is working and what is not**

**No RI credit hours – taught by Bob Salvas**

Marketing and advertising are essential to the growth of your company but some things are not working as well as they used to while others are working well. Find out what is working.

**April 17 | 8am-10:30am**

### **Air Source Heat Pumps**

**2 ½ credit hours – taught by David Parker**

The recent shift to electrification and better performing homes has resulted in increased popularity of air source heat pumps. As the industry shifts, both builders and homeowners need to understand the basic principles behind this technology to effectively provide adequate heating, cooling and dehumidification in their projects.

**April 19 | 8am-10:30am**

### **Contract Law**

**2 ½ credit hours – taught by George Lough and Merrill Friedemann (IN PERSON)**

This course is designed to provide fundamental and advanced understanding of contract law in RI.

**April 22 | 8am-10am**

### **Time Management for Contractors**

**No RI credit hours – taught by Margo Crawford**

There is not enough time in the day to get everything done! Learn professional tips to maximize your time from a productivity expert.

**April 23 | 8am-10:30am**

### **Start & Grow Your Construction Business**

**2 ½ credit hours – taught by David Lucier**

If you are looking to start or re-start your business, this class is for you. It covers all aspects of successful business ownership.

**April 25 | 8am-10am**

### **The Art of Preparing and Presenting Your Price: HOW TO ELIMINATE STICKER SHOCK**

**No credit hours for this class – taught by Allan Langer**

Are your prospects always surprised by your price? Do you struggle when you have to present it? If so, this class is a must-attend. Join best-selling author and pricing expert, Allan Langer, as he takes a deep dive into the psychology of pricing and how to get your prospects to expect the price you're giving, and to say YES almost every time.

**April 30 | 8am-10:30am**

### **Framing the Future with SIPS**

**2 ½ credit hour – taught by Frank DiMauro**

If you have not heard of or are not using SIPS (Structural Insulated Panels), you should consider attending this class. It is a growing trend, and many feel it is the future of framing for both residential and commercial structures. SIPS can also be an easy way to help you to meet the new energy codes.

**REAL  
JOBS**  
Rhode Island

\*The Contractor Development Program is sponsored by Real Jobs, DLT and the Residential Workforce Partnership.

Contact Margarita Robledo for course offerings taught in Spanish at 401-374-1044.

All classes will be taught via ZOOM unless otherwise indicated

All classes are approved by the RICRLB for continuing education credits, unless otherwise indicated.

**Rhode Island Builders Association**  
450 Veterans Memorial Parkway, Bldg. 3  
East Providence, RI

To register or for more information, contact Bob Salvas via email at [bsalvas@ribuilders.org](mailto:bsalvas@ribuilders.org) or by calling the RI Builders Association at 401-438-7400.