



RI BUILDERS
ASSOCIATION
BUILDING PROFESSIONALS SINCE 1945

NEW TRAINING & DEVELOPMENT PROGRAM JUNE 2022

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.*

June 3 | 8am-10am

Hiring Best Practices for Builders

2 credit hours — taught by Gary Convertino
Get an A-to-Z approach to help navigate the hiring of an employee. Hiring the right people can make or break a construction company. Learn how to do it correctly in this informative class.

June 8 | 8am-10am

Insights into Restoration & Property Insurance Claims

No credit hours for this class — taught by Chris Sanford
Disaster restoration expert, Chris Sanford, will provide an overview of the damages caused by fire, water, and mold, as well as the ins and outs of dealing with insurance companies, adjusters, and clients.

June 9 | 8am-10:30am

Networking to Grow Your Business

No credit hours for this class — taught by Bob Salvas
Many people network to grow their business but it doesn't work. Find out the right way to network how it helps your business grow.

June 10 | 8am-10:30am

Ledger Flashing & Lateral Load Connections

2 ½ credit hours- taught by Mike Guertin
See how to flash a ledger that meets code and prevents water from leaking into the wall above and below a deck. Learn options to satisfy the building code requirement to resist lateral loads on decks.

June 14 | 8am-10:30am

Accounting and Cash Flow

2½ credit hours — taught by David Lucier
This course helps a contractor understand the basics of accounting and how to manage cash flow.

June 16 | 8am-10am

The Art of Pricing: How to Eliminate Sticker Shock

No credit hours for this class — taught by Allan Langer
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 understand the price you're giving, and to say, "YES" to the project almost every time.

June 17 | 8am-10:30am

Understanding Your Construction Business Model

2 ½ credit hours — taught by Bill Cunningham
To grow a business to the next level, you need a good understanding of your business model. This class will discuss the nine (9) building blocks to a repeatable and scalable business.

June 20 | 8am-10:30am

Legal and insurance issues for the contractor

2 ½ credit hours- taught by Merrill Friedmann, George Lough, Chuck Lowe
Do you have questions about your corporate structure; your insurance (what is needed, what is covered, what is NOT covered); or Workers Compensation? An update on Mechanics' Liens will also be included in the class.

June 21 | 8am-10:30am

Insulation and Wall Board

2½ credit hours — taught by Jon Erickson
This class will focus on the building science behind insulation and air tightness codes.

June 22 | 8am-10am

Working with Industry Resources

No credit hours for this class — taught by Mike McDole
Independent lumberyards support contractors in many ways. This class gives you a chance to learn about those available resources, including material costing, design services, new product info, manufacturer relationships and more.

June 24 | 8am-10:30am

Foundations and Floor Codes

2 ½ credit hours — taught by Larry Desormier (IN PERSON)
A detailed look into Chapters 4 and 5 of the Rhode Island One and Two Family Dwelling Code for foundations and floor construction.

June 28 | 8am-10am

New Home Construction Process

No credit hours for this class — taught by Elise Geddes
There is a long list of steps that a builder has to keep in mind when planning the construction of a new home, whether it is a spec home or a contract home. This class addresses those items.

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.



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

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 or by calling the RI Builders Association at 401-438-7400