



**RI BUILDERS  
ASSOCIATION**  
BUILDING PROFESSIONALS SINCE 1945

# NEW TRAINING & DEVELOPMENT PROGRAM OCTOBER 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.\***

## **October 5 | 8am-10:30am**

### **Conflict Resolution & Challenging Employees**

**2 ½ credit hours - taught by Jeff Deckman**

This course will give you the tools to help limit unproductive conflicts, resolve conflicts and maximize your ability to keep teams focused and working together. Additional strategies to deal with challenging employees also will be offered.

## **October 6 | 8am-10am**

### **The Art of Pricing**

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

HOW TO ELIMINATE STICKER SHOCK- 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.

## **October 7 | 8am-10:30am**

### **Foundations and Floor Codes**

**2 ½ credit hours - taught by Larry Desormier**

A detailed look into Chapters 4 and 5 of the Rhode Island One and Two Family Dwelling Code for foundations and floor construction.

## **October 11 | 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.

## **October 13 | 8am-10:30am**

### **Flashing & Water Mgt for Walls**

**2 ½ credit hours - taught by Mike Guertin**

No matter what siding you install, the building code has specific requirements for a Water-Resistive Barrier and flashings to keep water out. Learn the differences between WRB types, performance, and installation requirements; and window, door and wall flashing codes & details. Also, rainscreens and moisture movement through walls and above-code details.

## **October 14 | 8am-10:30am**

### **Understanding QuickBooks Online**

**2 ½ credit hours - taught by Melissa Johnson**

After taking this course you'll better understand 'QuickBooks Online' and also walk away with some tips on good bookkeeping practices.

## **October 17 | 8am-10:30am**

### **Marketing Your Business**

**2½ credit hours - taught by Bob Salvas**

This course is designed to help you understand marketing and branding for your construction business.

## **October 18 | 8am-10:30am**

### **Energy Code**

**2½ credit hours - taught by Jon Erickson**

This class covers Chapter 11 of the Rhode Island One and Two Family Dwelling Code with a detailed look into the effects of the energy code.

## **October 19 | 9am-11am**

### **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.

## **October 21 | 8am-10:30am**

### **Painting 101**

**2 ½ credit hours- taught by Ben LeBlanc**

This class covers best practices for indoor and outdoor painting including techniques and spraying.

## **October 28 | 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.

**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**  
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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**