



2008 Winter Webinar Series

**Registration Fees
\$69 for a Single
Webinar; \$250 for the
Entire Series**

To register, visit
www.modularcouncil.org
or complete the attached
registration form on the
back.

**How Does
A Webinar
Work?**



Once you have registered,
several days prior to the
Webinar you will receive
VIA EMAIL one toll-free
telephone connection and
instructions on accessing
the presentation via the
Web.

You will be able to ask
the speakers questions,
very similar to the way a
radio talk show works.

Each webinar will last
approximately one hour
and fifteen minutes.

WEBINAR TIME FOR
ALL DATES ARE AS
FOLLOWS:

**3:00-4:15 p.m. ET
2:00-3:15 p.m. CT
1:00-2:15 p.m. MT
12:00-1:15 p.m. PT**

2008 Curriculum Overview

How To Become An Expert Builder With Modular - January 17, 2008

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Knowing and understanding what a builder goes through in building with modular is critical, not only for the builder but for everyone in the industry. This session will review and outline the more technical details of the modular construction process from the builder perspective, and provide helpful tips to make the on-site work more efficient.

Presenter: Rick Terry, Director; Modular Housing Training Institute

How to Sell and Market Modular Homes – January 31, 2008

SPONSOR Trendsetter Homes
www.trend-setterhomes.com



As builders, the housing market has gotten much smaller in the past year. Despite the decline, modular housing must play a more substantial role in the construction marketplace. This session will feature an in-depth look at the housing market, and what manufacturers must do to expand the market, address how builders should be using modular construction as a marketing advantage, and how together, through this partnership, to create more demand for modular housing.

Presenter: Fred Hallahan, Principal; Hallahan Associates

Managing Your Modular Project For Success – February 21, 2008

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Learning the technical skills of modular construction is only half of it. As builders, you must change your internal practices and approach to projects when utilizing modular construction. This session will focus on some of the more business management skills necessary to work with modular, such as managing your overhead, schedule, and cost, in order to maximize efficiencies and profitability. Also, the session will focus on and how to properly interface with, and meet the expectations of, the most important person of them all: the consumer.

Presenter: Rick Terry, Director; Modular Housing Training Institute

Proactive Due Diligence for Modular Projects- February 28, 2008

SPONSOR Trendsetter Homes
www.trend-setterhomes.com



We have all either seen it, heard it, or read about it. Most of you probably even thought about it once. Modular housing is not as good because it isn't built on site. Unfortunately, you need to prepare yourself should this occasion ever arise. This session will focus on productive ways to avoid problems with officials and troublesome neighbors before they even happen. Learn how to do your due diligence before your project starts, and how to protect yourself if something does happen. Understand what to expect and how to respond.

Presenter: Donald Westphal, ASLA, President; Donald C. Westphal Associates, LLC



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Registration Form

Name

Company

Address

City/State/Zip

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Email (mandatory—all communications conducted via email)

Registration Fees: \$69 per webinar or \$250 entire series

I want register for the following Webinars:

- How To Become An Expert Builder With Modular** - *January 17, 2008*
- How to Sell and Market Modular Homes** - *January 31, 2008*
- Managing Your Modular Project For Success** - *February 21, 2008*
- Proactive Due Diligence for Modular Projects**- *February 28, 2008*

or

Entire Series

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NMHC Webinar, 2101 Wilson Blvd., Ste 610, Arlington, VA 22201-3040

Fax: (703) 294-6116

Cancellations: MUST BE RECEIVED IN WRITING. Full refund one week prior to the scheduled webinar. There will be a \$30 processing fee for cancellations received within one week of the scheduled webinar.