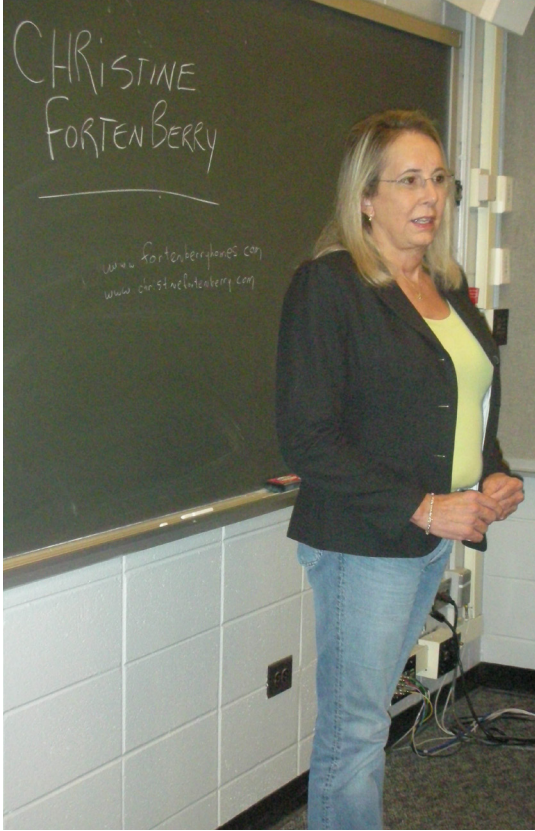


### CLASS INFORMATION



**As a graduate of this course, you will be able to:**

- Explain the three segments within the Aging-InPlace market that present business opportunities for building professionals
- Implement a process for promoting new opportunities for products and services in the Aging-In-Place market
- Enhance your sales process with effective techniques for the Aging-In-Place market
- Describe the home ownership market as it relates to the three segments of the Aging-In-Place market
- Consider contractual and legal concerns for building professionals providing design solutions to the Aging-In-Place client
- Perform a needs assessment to identify and prioritize the needs, wants and wishes of the Aging-In-Place client

### EDUCATION

**WHEN:**

Tuesday, August 25 - 26th, 2015

8:00 am - 5:00pm

**(REGISTRATION 7:30am)**

**WHERE:**

HBA of Greater Savannah  
7116 Hodgson Memorial Drive  
Savannah, GA 31406

**PRICE:**

Member: \$250.00

Non-Members: \$325.00

**CONTACT:**

register@FCSatlanta.com  
770-975-8186

### REGISTRATION

**ATTENDEE:** \_\_\_\_\_

**COMPANY:** \_\_\_\_\_

**ADDRESS:** \_\_\_\_\_

**CITY/STATE/ZIP:** \_\_\_\_\_

**PHONE:** \_\_\_\_\_

**FAX:** \_\_\_\_\_

**EMAIL:** \_\_\_\_\_

PAYMENT METHOD (PREPAYMENT REQUIRED FOR CLASSES)

CHECK (PAYABLE TO FCS Atlanta)

AMERICAN EXPRESS  MASTER CARD  VISA

PAYMENT AMOUNT \_\_\_\_\_

CARD # \_\_\_\_\_

CRV# \_\_\_\_\_

EXP. DATE \_\_\_\_\_

ZIP \_\_\_\_\_

NAME ON CARD \_\_\_\_\_