



**MANITOBA
HOME BUILDERS'
ASSOCIATION**

NEW HOME SALES AGENT TRAINING COURSE

Tuesday, February 21 & Wednesday, February 22, 2012

Two Evenings – 6:30 to 10 P.M.

Location: Caboto Centre, 1055 Wilkes Avenue

The Manitoba Home Builders' Association (MHBA) *New Home Sales Agent Course* is an introductory sales training course and a mandatory requirement for prospective New Home Sales Agents. The course covers the following topics:

- Advantages of a New Home/New Home Construction
- Financing of a New Home Purchase
- Legal Aspects of a New Home Purchase
- Attributes of Successful New Home Sales Staff

Due to a recent exemption order by the Manitoba Securities Commission, new home sales agents do not need to be licensed and registered with a broker. To qualify as a New Home Sales Agents, applicants must first complete the MHBA's New Home Sales Agents Course and exam. The exam is open book and will be written at the end of the second evening of the course. Within six months of successful completion of the NHSA Course, applicants must find employment with an MHBA member builder to sell new homes and then be registered with the MHBA for a fee of \$175.

NEW HOME SALES AGENT TRAINING COURSE

Registration Form

Cost: \$125 + GST = \$131.25 (includes course material)

Registration and payment are required on or before February 10, 2012

(There will be no registrations taken at the door.)

Name: _____

Address: _____ Postal Code: _____

Phone Number (with voice mail): _____ Cell: _____ E-mail: _____

How did you find out about this course? _____

How are you paying for this course? Cheque _____ Cash _____ VISA/MASTERCARD _____

MHBA Member Only: Please invoice _____ Expires: _____

Cancellation Policy: *For cancellations on or before the registration deadline, the registration fee will be refunded less a \$25 administration fee. There is no refund for cancellations after the deadline date of February 10, 2012*

MANITOBA HOME BUILDERS' ASSOCIATION

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