



### **Beyond Design: Establishing Monetary Value for Creative Skills**

**Instructors: Judith A. Neary, CMKBD & Corey Klassen, CKD, CBD**

Date: Monday, January 9, 2017; Time: 9:30-11:30am EST

Location: **Rosen Centre Hotel, Orlando, FL – Salons 7 & 8**

CEUs/Hours: **.2 NKBA CEUs & 2 NKBA Education Hours; NAHB 2.00 CE Hours; 2.0 NARI CEUs**

In today's market, designers have less control over projects due to consumer awareness and technology. You may be struggling with aligning a traditional business model to this changing cultural shift. This session will assist you with refining your menu of services, identify professional development opportunities and expand your business.

### **Relationship Selling: How to Listen, Learn & Build Loyal Customer Relationships**

**Instructor: Laurie Brown, CSP, Business Training Works**

Date: Monday, January 9, 2017; Time: 9:30-11:30am EST

Location: **Rosen Centre Hotel, Orlando, FL – Salon 5**

CEUs/Hours: **.2 NKBA CEUs & 2 NKBA Education Hours; NAHB 2.00 CE Hours; 2.0 NARI CEUs**

The goal of relationship selling is to know a large enough pool of people so that all the sales you need come to you, instead of having to go out and find them. This sales training course for kitchen and bath professionals explores ways to partner with customers, listen effectively, and build lasting, profitable business relationships.

### **Recruiting and Hiring for Success**

**Instructor: Tim Donahue, Principal, Talent Directions**

Date: Monday, January 9, 2017; Time: 12:00-3:00pm EST

Location: **Rosen Centre Hotel, Orlando, FL – Salon 6**

CEUs/Hours: **.3 NKBA CEUs & 3 NKBA Education Hours; NAHB 3.00 CE Hours; 3.0 NARI CEUs**

Designed primarily for those who play a key role in the hiring process, this course will give your business an edge in cultivating a pipeline of strong candidates. Great hires can become the team members who drive your business success.

### **The Room Compass™**

**Instructor: Richard Landon, CMKBD, Richard Landon Design**

Date: Monday, January 9, 2017; Time: 3:30-5:30pm EST

Location: **Rosen Centre Hotel, Orlando, FL – Salons 7 & 8**

CEUs/Hours: **.2 NKBA CEUs & 2 NKBA Education Hours; NAHB 2.00 CE Hours; 2.0 NARI CEUs**

This course focuses on The Room Compass™ a framework that eliminates “cookie cutter” design solutions. Just as the four points of a compass orient us directionally, the four points of The Room Compass™ orient us toward a “looks great, works well, feels right” objective that is truly what our clients want.

### **Inspiring Exceptional Performance and Employee Engagement**

**Instructor: Greg Jones, Business Training Works**

Date: Monday, January 9, 2017; Time: 3:30-5:30pm EST

Location: **Rosen Centre Hotel, Orlando, FL – Salon 5**

CEUs/Hours: **.2 NKBA CEUs & 2 NKBA Education Hours; NAHB 2.00 CE Hours; 2.0 NARI CEUs**

Participants in this session will learn the importance that a clear purpose has to effective job performance and employee engagement. Through a series of interactive events, you'll learn the value of clarity of purpose and will engage in an activity to test and refine your own business purpose.

\*\*\*Check out the KBIS website for more details and register for these great courses <https://www.kbis.com/conference/nkba-courses/> and other events at [www.kbis.com](http://www.kbis.com)! \*\*\*