DENVER SALES & MARKETING COUNCIL
2018 Educational Program
SALES | MARKETING | DESIGN

HOME BUILDERS
ASSOCIATION
of
METRO DENVER®

SALES & MARKETING
COUNCIL

PROGRAMS SUBJECT TO CHANGE

JANUARY 2018			
JAN 22	The Housing Market in 2018	Mollie Carmichael	8:00 am - 10:00 am
FEBRUARY 2018			
FEB 9	All Council - Innovation Summit		8:00 am - 1:00 pm
FEB 12	Selling High Performance Homes	Todd Gamboa	8:00 am - 10:00 am
FEB 16	Quarterly Sales Leader Roundtable		
MARCH 2018			
MAR 12	Words Count	Steve Richman	8:00 am - 10:00 am
MAR 21	Google Analytics + Certification Class Kick Off	Volume Nine	8:00 am - 10:00 am
APRIL 2018			
APR 9	I Have a Passion; It's Winning!	Ronda Conger	8:00 am - 10:00 am
APR 23	Essential Closing Strategies+*	S. Robert August	8:00 am - 5:00 pm
MAY 2018			
MAY 14	SMC Happy Hour		5:30 pm - 7:30 pm
MAY 16	Digital Marketing + Facebook to Build Your Business	Joel Cox + Lauren Karsh	8:00 am - 10:00 am
MAY 18	Quarterly Sales Leader Roundtable		
MAY 22 + 23	House Construction as a Selling Tool - 2 Day Class+*	TBD	8:00 am - 5:00 pm
JUNE 2018			
JUN 11	Cross-Cultural Awareness	Michael Landers	8:00 am - 10:00 am
JUN 20	How to Suceed at MAME!	Lisa + Shane Parish	8:00 am - 10:00 am
JULY 2018			
JULY 9	TBD	Cliff Stahl	8:00 am - 10:00 am
JUL 18	Highlights of Marketing on a Shoestring Budget	Barb Anderson	8:00 am - 10:00 am
AUGUST 2018			
AUG 13	Blueprints for Beginners + Advanced	Panel of Experts TBD	8:00 am - 10:00 am
AUG 17	Quarterly Sales Leader Roundtable		
SEPTEMBER 2018			
SEPT 10	SMC Happy Hour		5:30 pm - 7:30 pm
SEPT 10, 17, 24	Certified Sales Professional Certification Class	TBD	8:00 am - 5:00 pm
OCTOBER 2018			
OCT 8	Personal Safety	Brett Titus and Dave Fisher	8:00 am - 10:00 am
NOVEMBER 2018			
NOV 10	MAME + MAME After Party	N/A	6:00 pm - 1:00 am
NOV 12	Conflict Resolution	TBD	8:00 am - 10:00 am
NOV 16	Quarterly Sales Leader Roundtable		

+ **NAHB Accredited Class**
***** Class required for Master CSP (must already have earned CSP designation prior to attending class for credit toward Master CSP)