

# Training Institute Courses – Kansas City, MO

MONDAY, JUNE 26 – TUESDAY, JUNE 27 > 8:30 A.M. – 4 P.M.

WEDNESDAY, JUNE 28 > 8:30 A.M. – 4 P.M.

THURSDAY, JUNE 29 – FRIDAY, JUNE 30 > 8:30 A.M. – 4 P.M.

## NATIVE AMERICAN COMMUNITY DEVELOPMENT

NA210 Native Homebuyer Education Methods: Training the Trainer – Monday - Friday • 5 day course <b>NEW!</b>		
NA130 Leveraging Resources for Housing and Other Development Projects in Native Communities	NA140 Developing and Implementing a Financial Education Program in Indian Country	NA150 Building the Organizational Capacity of Native Nonprofits

## AFFORDABLE HOUSING

AH101 Affordable Housing Development	AH224 Bank Financing: How to Discuss Your Deal and Assemble Your Loan Package	AH101b Affordable Housing Development
AH121 Real Estate Financing Nuts and Bolts	AH221 Project Feasibility Analysis – Wednesday – Friday • 3-day course	
AH232 Greening Affordable Housing <b>NEW!</b>	AH211 How to Maintain Compliance in LIHTC Projects	AH215 Fair Housing
	AH111 Using the CDBG Program	AP301 Exit Strategies for LIHTC Projects
		AH113 Using the HOME Program

## ASSET MANAGEMENT

AM103 Introduction to Asset Management for Board Members and Executive Directors		AM252 Delivering Successful Resident Services Programs <b>NEW!</b>
AM201 Basic Budgeting and Accounting for Real Estate Managers (IREM FIN 201)	AM205 Managing Nonprofit Housing (IREM MTF 205)	AM203 Basic Marketing and Leasing for Real Estate Managers (IREM MKL 201)

## COMMUNITY AND NEIGHBORHOOD REVITALIZATION

NR101 Essential Tools of the Trade: Neighborhood Analysis, Visioning and Planning for Action – Monday - Wednesday • 3 day course <b>UPDATED!</b>		NR104 Getting Things Done in Neighborhoods through Strategic Collaborations <b>UPDATED!</b>
NR144 The Power of Information: Community Analysis Using the Census and Other Data Tools <b>UPDATED!</b>	<b>SYMPOSIUM</b> ML906 All in Good Measure: Building Your Toolkit to Evaluate Capacity, Performance and Impact	NR121 Measuring the Impacts of Your Revitalization Work <b>UPDATED!</b>
		NR261 Creating New Environments That Work <b>NEW!</b>

## COMMUNITY BUILDING AND ORGANIZING

CB110 Fundamentals of Community Organizing	CB121 Transforming Conflict Into Action	CB310 Advanced Community Organizing
CB118 Working in Diverse Communities	CB120 Building Communities From the Inside Out	CB103 Building Powerful Community Partnerships
CB101 Community Building Principles and Applications	CB151 Resident-Led Real Estate Development <b>NEW!</b>	CB171 Playing for Keeps: Using Sports to Build and Organize Community <b>NEW!</b>

## COMMUNITY ECONOMIC DEVELOPMENT

ED101 Community Economic Development Principles, Practices and Strategies	ED110 Analytical Tools and Methods Used in Community Economic Development	ED120 Commercial Real Estate Development
ED140 Strategies for Strengthening Small Businesses in Your Community	ED141 Help Local Businesses Improve Financially <b>NEW!</b>	ED175 Designing and Implementing Individual Development Account Programs

## CONSTRUCTION AND PRODUCTION MANAGEMENT

CP181 Housing Production Management	CP244 Lead-Safe Practices and Basics of Compliance <b>NEW!</b>	CP184 Managing Liability and Reducing Risks in the Development Process
CP212 Materials and Methods of Construction <b>NEW!</b>		CP241 Residential Green Building <b>NEW!</b>
CP201 Design and Specification for Rehab Specialists	CP204 Cost Estimation for Rehab Specialists	CP207 Rehab Management
CP221 Design and Development for Single-Family New Construction – Monday - Wednesday • 3 day course		CP227 Managing the Single-Family New Construction Production Process
		NR261 Creating New Environments That Work

## HOMEOWNERSHIP AND COMMUNITY LENDING presented by the NeighborWorks® Center for Homeownership Education and Counseling (NCHEC)

H0250 Housing Counseling Certification: Principles, Practices and Techniques Part I – Monday - Friday • 5 day course <b>NEW!</b>		
H0229 Homebuyer Education Methods: Training the Trainer – Monday - Friday • 5 day course		
H0229sp Métodos de Educación para Compradores de Casa: Entrenando a los Instructores – lunes – viernes • curso de 5 días		
H0247 Postpurchase Education Methods – Monday to Friday • 5 day course		
H0103 Lending Basics for Homeownership Counselors – Monday - Wednesday • 3 day course		H0105 Compliance with State and Federal Regulations
H0209 Financial Fitness: Teaching Financial Management Skills - Monday - Wednesday • 3 day course		H0312 Helping Your Client Choose the Right Mortgage Product <b>NEW!</b>
H0110 Introduction to Housing Counseling	H0218 Counseling the Homeless and Those at Risk of Becoming Homeless <b>NEW!</b>	H0211 Credit Counseling for Maximum Results
H0108 Loan Servicing and Collections - Monday to Wednesday • 3 day course		H0109 Beginning to Intermediate Foreclosure Prevention
H0111 Home Equity Conversion Mortgages	H0307 Advanced Foreclosure Prevention	H0201 Understanding the Underwriting Process
H0240 Combating Predatory Lending <b>NEW!</b>	H0239 Creating a Successful Voucher Homeownership Program	H0217 Marketing Your Homeownership Program for Maximum Impact
H0317 Homebuyer Education Methods: The Accelerated Version – Monday to Wednesday • 3 day course		

## MANAGEMENT AND LEADERSHIP

NR144 The Power of Information: Community Analysis Using the Census and Other Data Tools <b>UPDATED!</b>	<b>SYMPOSIUM</b> ML906 All in Good Measure: Building Your Toolkit to Evaluate Capacity, Performance and Impact	NR121 Measuring the Impacts of Your Revitalization Work <b>UPDATED!</b>
ML280 Coaching Skills for Managers <b>NEW!</b>		ML394 Advanced Leadership for Organization Transformation – Wednesday - Friday • 3 day course <b>NEW!</b>
ML130 Human Resources Management and Development	ML240 Board Oversight and Governance – Wednesday - Friday • 3 day course	
ML170 Laying a Foundation for Fundraising	ML171 How to Raise Money	ML275 Make the Most of Your Organization's Resources <b>NEW!</b>