

MONTGOMERY COLLEGE

SMALL BUSINESS

Workforce Development and Continuing Education | Fall 2021

Beyond Marketing—5 Ways to Grow Your Business

You will be provided with an overview of core marketing principles that every small business owner should know. Simple, innovative, and zero to low-cost marketing strategies will be explored along with some techniques that can be implemented right away; market plan, branding, and lead generation.

Course: SMB962 **3 Hours**

\$14 + \$25 fee = \$39; NMR add \$30

Online: Structured Remote

CRN#: 24757 1 Session W
9/22 6-9 p.m.

CRN#: 24758 1 Session W
12/1 6-9 p.m.

Home Improvement: MHIC Exam Preparation

Prepare for the Maryland Home Improvement Commission (MHIC) exam to obtain a Maryland Contractor license. Topics include: Home Improvement law, project and management skills, planning, and regulation. Required textbook: NASCLA Contractors Guide to Business, Law, and Project Management, 6th edition, Revised Summer 2016. TWA

Course: SMB034 **18 Hours**

\$100 + \$175 fee = \$275; NMR add \$140

Online: Structured Remote

CRN#: 24750 6 Sessions M T W R F
9/27-10/4 6-9 p.m.

CRN#: 24755 6 Sessions M T W R F
11/29-12/6 6-9 p.m.

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Home Inspection Cont. Ed. Part I

This class provides 15 hours of Continuing Education to LICENSED Home Inspectors; Continuing Education hours are required by the Maryland Commission of Home Inspection. Gain knowledge in HVAC, roofing, plumbing, electrical, and more. TWA

Course: SMB967 **15 Hours**

\$95 + \$103 fee = \$198; NMR add \$120

Online: Structured Remote

CRN#: 24759 5 Sessions W
9/29-10/27 6:30-9:30 p.m.

Home Inspection Cont. Ed. Part II

This course is designed for LICENSED Home Inspectors and provides 15 hours of Continuing Education mandated by the State of Maryland. Topics include: How to inspect and report on the soundness of the HVAC system, insulation and ventilation, fireplaces and solid burning appliances. TWA

Course: SMB968 **15 Hours**

\$95 + \$103 fee = \$198; NMR add \$120

Online: Structured Remote

CRN#: 24760 5 Sessions W
11/10-12/8 6:30-9:30 p.m.

Home Inspection: Make It Your Business **TIP**

This pre-licensure course meets the 72 hour requirement to become a licensed Home Inspector in Maryland. Topics include: structural, exterior, interior, roofing, plumbing, and many more. Required textbook: Principles of Home Inspection Systems and Standards, 3rd Edition, required at first class. All hours MUST be attended in order to obtain a certificate of completion; make-up opportunities are considered on a case-by-case basis but are not guaranteed. TWA

Course: SMB322 **72 Hours**

\$480 + \$515 fee = \$995; NMR add \$400

Online: Structured Remote

CRN#: 24756 15 Sessions R S
10/14-12/9 6-9 p.m. (R)
9 a.m.-4 p.m. (S)

No class 11/25, 11/27

*TWA Tuition waiver applies; Seniors pay fee only
NMR Non Maryland Resident Fee
Tuition Installment Plan (TIP)*

For more information, email
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