

TRAINING TUITION 2025



CERTIFIED RESIDENTIAL
CONSTRUCTION MANAGER and
CONSTRUCTION PROFESSIONAL
TRAINING PROGRAMS



2025 TUITION GUIDE - Long Format Construction and Professional Management Programs

>> **NEW !->> Automatic Renewal for 2026 is INCLUDED in all 2025 full program tuition!** Renewal for 2027 requires CEUs earned in 2026. SEE BELOW

CONSTRUCTION OPERATIONS CERTIFICATION - THREE MODULES, 42 CLASSES plus MULTIPLE EXAMS PROGRAM

PER MODULE INVOICING

| | Regular Rates | SMA Inner Circle | SMA Coaching Groups | Retained Clients |
|-----------------------------|---------------|------------------|---------------------|--------------------|
| | List Price | Tier 1 | Tier 2 | Tier 3 |
| 1-5 attendees same builder: | \$ 1,499.00 | \$ 1,399.00 | \$ 1,199.00 | varies by contract |
| 10% discount >5 attendees: | \$ 1,349.00 | \$ 1,259.00 | \$ 1,079.00 | \$ 899.00 |
| 15% discount >10 attendees: | \$ 1,147.00 | \$ 1,070.00 | \$ 917.00 | \$ 764.00 |

FULL COURSE-(1 invoice save add'l)

| | Regular Rates | SMA Inner Circle | SMA Coaching Groups | Retained Clients |
|-----------------------------|---------------|------------------|---------------------|--------------------|
| | List Price | Tier 1 | Tier 2 | Tier 3 |
| 1-5 attendees same builder: | \$ 4,047.00 | \$ 3,777.00 | \$ 3,237.00 | varies by contract |
| 10% discount >5 attendees: | \$ 3,642.00 | \$ 3,399.00 | \$ 2,913.00 | \$ 2,427.00 |
| 15% discount >10 attendees: | \$ 3,440.00 | \$ 3,210.00 | \$ 2,751.00 | \$ 1,948.00 |

CONSTRUCTION KNOWLEDGE for SALES PROFESSIONALS - SINGLE MODULE , 10 CLASSES, TOOLS, plus EXAM PROGRAM

PER MODULE INVOICING (1)

| | Regular Rates | SMA Inner Circle | SMA Coaching Groups | Retained Clients |
|-----------------------------|---------------|------------------|---------------------|--------------------|
| | List Price | Tier 1 | Tier 2 | Tier 3 |
| 1-5 attendees same builder: | \$ 1,999.00 | \$ 1,799.00 | \$ 1,599.00 | varies by contract |
| 10% discount >5 attendees: | \$ 1,799.00 | \$ 1,619.00 | \$ 1,439.00 | \$ 1,151.00 |
| 15% discount >10 attendees: | \$ 1,529.00 | \$ 1,376.00 | \$ 1,223.00 | \$ 978.00 |

INDIVIDUAL CLASSES: Both Programs, All Modules, Per User (paid in advance of class time by credit card or electronic payment)

| | Regular Rates | SMA Inner Circle | SMA Coaching Groups | Retained Clients |
|--|---------------|------------------|---------------------|--------------------|
| | List Price | Tier 1 | Tier 2 | Tier 3 |
| | \$ 199.00 | \$ 179.00 | \$ 161.00 | varies by contract |
| | \$ 179.00 | \$ 161.00 | \$ 145.00 | \$ 116.00 |
| | \$ 152.00 | \$ 137.00 | \$ 123.00 | \$ 99.00 |

ANNUAL RENEWAL: (2027 and beyond: Certification Programs Only)

ANNUAL RE-CERTIFICATION:

| | CEU Requirements /Yr. | Renewal Fee (2027+) |
|--------------------|------------------------|---------------------|
| CRCM/P Programs | 12 CEUs. (2026 onward) | \$ 450.00 |
| Sales Professional | 6 CEUs. (2026 onward) | \$ 250.00 |

Submit CEUs for 2026 by Friday 12/18/2026 for full credit . 2026 Renewal Fee is **included** in 2025 tuition . Renewal for 2027 also due 12/18/2026

SMA 2025 CERTIFIED RESIDENTIAL PROFESSIONAL TRAINING TUITION GUIDE

Perpetually Recruit, Perpetually Train, Perpetually Improve Your Company!

HIRING? We have assessments, job descriptions, and growth review templates specific to homebuilders

Visit us online at www.smaconsulting.net

Terms and Conditions: Late Starts: If your attendees need to start the full program (Module 1) late, we will work 1-on-1 to catch them up to and including Class #4. That is in addition to (not instead of) their regular class time. Regular class attendance/assignments are expected.

Renewals: NEW! Renewal fees for 2026 are included in 2025 tuition! 2027 renewals will require proof of CEUs (Continuing Education Units) earned throughout 2026. In addition to SMA Content, most industry-oriented programs will qualify for SMA CEU credit

Refunds vs. Class Credit: Affiliate builders may pause attendees' paid "slots" per module. In-class credits will be issued for future attendees if attendees drop after payment and an immediate replacement candidate/attendee is not available. Class credit only, no cash refunds for any slot abandoned after the first week of live instruction for any module, including "Construction Knowledge for Sales Professionals." Refund vs. credit on fully paid discounted three or four module programs will be considered on a case-by-case basis.

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