RESIDENTIAL BUILDER,
MAINTENANCE AND ALTERATION (M&A) CONTRACTOR, AND
SALESPERSON
CANDIDATE INFORMATION BULLETIN
EXAMINATIONS BY PSI

This Candidate Information Bulletin provides you with information about the examination process for becoming licensed as a Residential Builder, Maintenance and Alteration (M&A) Contractor, or Salesperson in the State of Michigan.

The Department of Licensing and Regulatory Affairs (referred to as the Department) has contracted with PSI license:certification (PSI) to conduct the examination program. PSI works closely with the Department to make certain that these examinations meet the State’s as well as nationally established technical and professional standards for examination development and administration. PSI provides these examinations through a network of computer examination centers in Michigan.

***VERY IMPORTANT***

LICENSE APPLICATION INFORMATION
PRIOR TO TESTING

Before applying to PSI to take your Residential Builder or Maintenance and Alteration Contractor (M&A) licensing examinations you must first apply for licensure. The license application is available at the State of Michigan’s website located at www.michigan.gov/builders and select Forms and Publications link on the right.

Upon completing the qualification for the license, you will be sent an authorization by the Department to test; you may proceed with the Examination Registration and Scheduling process. The Department will electronically submit your authorization to test information to PSI. Once you have passed your examination(s), the State of Michigan will be electronically notified by PSI so that your license can be issued and mailed to you.

Builder/M&A Contractor Salesperson licensing examination candidates must first complete and file the PSI examination registration form, found at the back of this bulletin. Salespersons do NOT need to apply to the state before testing. There is no pre-licensure education requirement for the salesperson. Only the State of Michigan may determine your eligibility for a license.

For questions about licensure requirements, please access the State of Michigan Residential Builders web page at www.michigan.gov/builders

INTRODUCTION

All candidates for the Residential Builder or M&A Contractor examinations must receive Authorization to test from the Department before registering with PSI for the examinations.

Please read this Candidate Information Bulletin and if taking the M&A Contractor examinations, the appropriate trade supplements, carefully. These provide detailed content specifications for each examination, including numbers of questions.

Keep this Candidate Information Bulletin for reference. The most current updates and announcements concerning the examinations may be found by visiting PSI’s website at www.psiexams.com. This website is more readily updated than the printed material.

EXAMINATION REGISTRATION & PAYMENT PROCEDURES

NO WALK-IN EXAMINATIONS WILL BE ALLOWED. All candidates must be pre-registered for an examination.

Be sure to read all directions carefully before completing the Examination Registration Form. Improperly completed forms or incorrect fees will be returned unprocessed.

SALESPERSON candidates: If this is a first time registration, you must mail or fax the registration form. Please allow 2 weeks for processing your initial registration form before attempting to schedule an examination appointment. Subsequent registrations may be made on-line, by mail, fax or phone.

Registering for an Examination

Registering for your examination is the first step in a two-step process toward sitting for the examination. The second step is Scheduling, pg 4. You must pay for the examination at the time you register. Please follow the instructions below.

Examination Parts

Residential Builder Candidates MUST register and sit for both parts of the exam during one examination session. Testing for ONLY Part 1, the Business and Law Examination, or Part 2, the Practice/Trade Examination, during one examination session is restricted to Residential Builder Candidates who have previously passed one part, and the passing score is still valid (Passing scores are valid for one year from examination date). See LICENSE APPLICATION INFORMATION #4 on page 2 for further explanation regarding passing score validity.

M&A Candidates First Time Testing MUST register and sit for the minimum of the Business & Law and one Trade examination. M&A Candidates may sign up for a maximum of three parts per examination session.

Registration by Mail

1. Complete the Examination Registration Form located at the back of this Candidate Information Bulletin.
2. Return the completed form to PSI with the appropriate fee. Payment of fees by mail may be made by credit card (VISA, MasterCard, American Express, or Discover), money order, company check or cashier’s check. Print the last 4 digits of your social security number on the check or money order to ensure your fees are properly assigned. CASH OR PERSONAL CHECKS ARE NOT ACCEPTED.
3. Please allow 2 weeks to process your Registration. After 2 weeks you may schedule your examination by calling PSI Customer Service at (800) 733-9267, Monday through Friday between 7:30 am and 10:00 pm, and Saturday-Sunday between 9:00 am and 5:30 pm, Eastern Time. You may also schedule online by accessing PSI’s registration website at www.psiexams.com.

WWW.PSIEXAMS.COM
Registration by Fax

Fax registration is available 24 hours a day. You will need a valid credit card (VISA, MasterCard, American Express, or Discover).

1. Complete the Examination Registration Form and include your credit card number, expiration date, and signature.
2. Fax the completed form (both sides) to PSI at (702) 932-2666.
3. Please allow 4 business days to process your Registration. To schedule with a PSI registrar, call (800) 733-9267, Monday through Friday, between 7:30 am and 10:00 pm, and Saturday-Sunday between 9:00 am and 5:30 pm, Eastern Time. You may also schedule online by accessing PSI’s registration website at www.psiexams.com.

Internet Registration

In order to register over the Internet, candidates will need to have a valid credit card (VISA, MasterCard, American Express, or Discover). Candidates register online by accessing PSI’s registration website at www.psiexams.com. Internet registration is available 24 hours a day.

1. Log onto PSI’s website, select the link associated with the Michigan examinations.
2. Complete the associated registration form online and submit your information to PSI via the Internet.
3. Upon completion of the online registration form, you will be given the available exam dates and locations for scheduling your examination. Select your desired testing date and location.

Social Security Number

PSI will only use your Social Security Number as an identification number in maintaining your record and reporting your scores to the Department. You must include your Social Security Number on the registration form. This number is required by the Department in order to issue you a license. Your Social Security Number is held in the strictest of confidence. Both Federal and State laws require state agencies to collect and record the social security numbers of all licensees of the professions licensed by the state.

EXAMINATION SCHEDULING PROCEDURES

Scheduling an Examination Appointment

Scheduling is the second step in the two-step process toward sitting for an examination.

To Schedule by Telephone

PSI Customer Service Representatives are available at 800-733-9267, Monday through Friday between 7:30 am and 10:00 pm, and Saturday-Sunday between 9:00 am and 5:30 pm, Eastern Time.

Be sure to have a first, second, and third choice of dates when placing your call. PSI will make every effort to schedule the examination center location and time that is most convenient for you. If space is available in the examination site of your choice, you may schedule an examination 1 day prior to the examination date of your choice, up to 7:00 p.m. Eastern Time.

Rescheduling/Canceling an Examination Appointment

You may reschedule or cancel an appointment without forfeiting your fee if PSI receives notice not less than 2 days before the scheduled examination date. You may contact a Candidate Service Representative, Monday through Friday, between 7:30 am and 10:00 pm, and Saturday-Sunday between 9:00 am and 5:30 pm, Eastern Time, (800) 733-9267; OR mail your notice, which must be received by PSI not less than 2 days before your scheduled examination.

Note: A voice mail message is not an acceptable form of cancellation. Please use the PSI Website or call PSI and speak to a Customer Service Representative.

Loss of Registration Fee

You will forfeit your registration fee and be required to reregister and pay another registration fee if you:

- Fail to notify PSI, less than 2 days before the scheduled examination date that you must cancel or reschedule;
- Fail to appear for your examination appointment;
- Arrive too late to begin your examination; (You will not be admitted if you arrive after your scheduled appointment time.)
- Do not present proper identification when you arrive for the examination.

Emergency Examination Center Closing

In the event that inclement weather or other emergencies force the closure of an examination center on an assigned examination date, you will be notified. At that time, you may reschedule for a new date and time without any additional fee. Every effort will be made to schedule a convenient time as soon as possible.

Special Examination Arrangements

All examination centers are equipped to provide access in accordance with the Americans with Disabilities Act (ADA) of 1990, and every reasonable accommodation will be made in meeting a candidate’s needs. Applicants with disabilities requesting special testing arrangements must fill out the special arrangement request form found at www.psiexams.com. Select Michigan, and the license type, and the form will be found under “Information Links.” A copy of this form may also be obtained by phoning 1-800-733-9267. You will need to fax this form and supporting documentation to (702) 932-2666.

Alternative Test Delivery Arrangements

The following options are available to all candidates seeking assistance taking the Residential Builder, Maintenance and Alteration (M&A) Contractor, or Salesperson examination(s) for an additional fee.
Additional Time While Taking the Examination
Candidates may request to take the examination with extra time. The candidate will be given time & 1/2 and there will be an additional fee of $50 per examination.

Request for a Reader along with Additional Time
Candidates may request to have the examination read to them in English with extra time & 131/2 for an additional fee of $50 per examination. PSI will provide the reader.

Candidates applying for Alternative Test Delivery Arrangements must contact PSI. Any costs associated with Alternative Test Delivery Arrangements must be paid in advance by the candidate. Please put your request in writing and mail to: PSI * 3210 E Tropicana * Las Vegas, NV 89121, or you may fax to 702-932-2666. You may also call PSI at 800-733-9267.

EXAMINATION FEES

NOTE: REGISTRATION FEES ARE NOT REFUNDABLE OR TRANSFERABLE.

Residential Builder
First time testing, both parts .................. $111
Retest, both parts ................................ $106
Retest, Business/Law ........................... $66
Retest, Practice/Trade ........................ $76

M&A Contractor
First time, three parts
Bus/Law and two trades ....................... $106
First time, two parts
Bus/Law and one trade ........................ $91
Retest, three parts
Bus/Law and two trades ....................... $101
Retest, two parts
Bus/Law and one trade ........................ $86
OR two trades (no Bus/Law) ............... $86
Retest, one part
Bus/Law
OR one trade .................................. $66

Salesperson
First time ........................................ $81
Retest ............................................ $81

Fees are good for one year from date of registration.

EXAMINATION CENTER LOCATIONS

All examination centers are accessible in accordance with the 1990 Americans with Disabilities Act.

Holt-Lansing Examination Center
4202 Charlar Drive, Suite 1
Holt, Michigan 48842
Follow I-496 E, which becomes US-127 S. Take the Holt Rd exit 70. Turn right onto Holt Rd. Turn left onto Cedar St. Turn right onto Charlar Dr.

Southfield-Crossroads Examination Center
Crossroads Building
16250 Northland Drive, Suite 359
Southfield, MI 48075
From I-75 North and South, exit West 8 Mile. Northland Drive is West of Greenfield Road. Do not go over the Bridge. Pass the Lodge Fwy (Hwy 10). Turn right on Northland Drive.

From Southfield Fwy North and South, exit East 8 Mile. Go east on 8 Mile to Northland Drive. Northland Drive is next to the Northland Shopping Center.

Southfield-Lahser Road Examination Center
26400 Lahser Road, Suite 150
Southfield, Michigan 48033
From I-96 E merge onto I-696 E. Then merge onto MI-10 S. Take the Lahser Road exit. Keep left at the fork in the ramp. Turn left onto Northwestern Hwy. Turn right onto Lahser Road.

Grand Rapids Examination Center
4595 Broadmoor Ave SE, Suite 201
Grand Rapids, MI 49512
From I-96, exit East Beltline Avenue and proceed south approximately 4 miles. Once you pass 28th Street, Beltline becomes Broadmoor. Continue south an additional 2 miles. 4595 Broadmoor is just south of 44th Street on the right. Use the North Entrance. Room 201 is at the top of the stairs.

Gaylord Examination Center
440 W. Main St., Suite D
Gaylord, MI 49735
From I-75 take exit # 282 / M-32 toward Alpena / Gaylord. From the exit ramp, turn east onto W Main (M-32) and go about half a mile. 440 W Main is at the northeast corner of Main and Indiana, halfway between KFC and Subway. Suite D opens off the parking lot.

Marquette Examination Center
Mid Towne Office Complex
1229 W. Washington
Marquette, MI 49855
Complex is across the street from Shopko. Enter the building on the left, and go up the stairs. Go left at the top of the stairs; suite is at the end of the hall on the right.

TAKING THE EXAMINATION

Arrival at the Examination Center
On the day of the examination, it is strongly recommended that you arrive at your designated examination center at least 30 minutes before your examination appointment. This extra time is for sign-in and identification verification. You will not be admitted if you arrive after your scheduled appointment time.

Required Identification
You MUST present two (2) valid forms of identification before you may test:

1. One form of ID must meet ALL of the following criteria:
   ♦ be a current (not expired), valid and government-issued, photo identification (example: driver’s license, state-issued identification card, passport);
   ♦ show the name on the government-issued photo identification as the same name used to register for the exam (including designations such as “Jr.” or “III”, etc.) and
   ♦ have your current photo and your signature.

2. The second form of identification must contain a signature that matches the official photo ID (e.g., credit card, bankcard, military or school identification).
If you cannot provide the required identification, you must contact PSI at least two (2) weeks prior to your scheduled examination appointment to arrange a way to meet this security requirement. **Failure to provide the required identification at the examination center will result in your not being admitted to the examination and forfeiture of your examination fee. You will be required to re-register and pay another examination fee.**

NOTE: If you recently changed your name, or if your last name includes a generation indicator (e.g., Jr., III), be sure that your name is the same on your examination registration form and your two forms of VALID identification.

**Taking the Examination by Computer**

Taking the PSI examination by computer is simple. You do not need any computer experience or typing skill. You will use fewer keys than you use on a touch-tone telephone. All response keys are colored and include a key word or number to identify function. An illustration of the special keyboard is shown here. You may also use the mouse.

**Examination**

A sample question, as it would be displayed on the computer screen, is shown below. During the examination, you would press 1, 2, 3, or 4 to select your answer or press MARK to mark it to read later during the examination. You would then press ENTER to record your answer and move to the next question. You can change your answer as often as you like before pressing ENTER. If you wish to change your answer after you press ENTER, simply view the question you have marked, make the desired change, and press ENTER again. You may also use the mouse.

**IMPORTANT:** After you have entered your responses, you will later be able to return to any question(s) and change your response, provided the examination time has not run out.

**Security Procedures**

The following security procedures apply during examinations:

- No children, notes, books, briefcases, backpacks, hats, cellular telephones, or pagers are allowed in the examination area. (Note: There is no space to store these materials at the examination center.) Small purses (size of a wallet) will be permitted. Larger purses cannot be taken to the candidate’s seat.
- No smoking, eating, or drinking is allowed in the examination center.
- Only calculators that are silent, battery-operated, do not have paper tape printing capabilities, and do not have a keyboard containing the alphabet are permitted. Calculators that convert measurements from inches to feet to yards such as Construction Master I and Master II, Handyman, and Measure Maker are not allowed.
- Once you have been seated and the examination begins, you may leave the examination center only to use the restroom, and only after obtaining permission from the proctor. You will not receive extra time to complete the examination.
- Any candidate seen giving or receiving assistance, found with unauthorized materials, or who violates any security regulations will be asked to surrender all examination materials and to leave the examination center. All such instances will be reported to the Department and you may be denied licensure.
- Copying or communicating examination content is a violation of security regulations and may result in the cancellation of your examination results or legal action taken under copyright laws.
EXAMINATION SCORE REPORTING

Score Report

A written score report will be provided to you by PSI immediately following the administration of the examination(s) at the examination center. Examination scores are confidential and will be given only to you and the Department. Candidates passing the examination will receive ONLY a score indication of PASS. Passing numeric scores are not available. Candidates who do not pass will receive an individual score for each of the major sections in the examination content outline. Candidates should use this information to assist them in studying for the re-examination.

No post-examination review is authorized. PSI, in cooperation with the Department, will be continually evaluating the examinations being administered to ensure that the examinations accurately measure competency in the required knowledge areas. Comments may be entered on the computer keyboard during the examination. Your comments regarding the questions and the examinations are welcomed. Comments will be analyzed by PSI examination development staff. While PSI does not respond to individuals regarding these comments, all substantive comments are reviewed. If a discrepancy is found during the comment review, PSI and the department may re-evaluate candidate results and adjust them accordingly. This is the only review of the examination available to candidates.

Verification of Failed Score

If you receive a failing score on the examination, you may request that the examination be re-scored for verification of the score.

Re-scoring of computer based examinations WILL NOT include any verification of the content of an examination, or the content or accuracy of specific items received by the candidate. Re-scoring of computer based examinations also will not include any investigation of comments about items entered by the candidate during administration of the examination.

You can write to PSI to request the re-scoring of your failing examination. Please include your name, last 4 digits of your social security number, date of the test and cashier’s check or money order for $15.

Duplicate Score Report

You may request a duplicate score report after your examination by emailing scorereport@psionline.com or by calling 800-733-9267.

RESIDENTIAL BUILDER EXAMINATION

Residential Builder Examination

In order to apply for licensure as a Residential Builder, you must pass both the Business and Law examination and the Practice/Trade examination and make application to the Department within one (1) year from the date a passing score is received on an examination. If you file an application for licensure and your examination, or a portion of the examination is more than one year old, you will be required to repeat the examination or the portion that has expired.

Part 1 - The Business and Law Examination Content Outline

This examination must be passed by individuals applying for either the Residential Builder or the M&A Contractor license. The examination consists of 50 multiple-choice questions. The minimum passing score for this examination is 36 correct (72%). You will have 75 minutes to complete the Business and Law examination. The number of questions relating to each area on the examination is shown in parentheses.

This examination is CLOSED BOOK, NO reference materials are allowed in the examination center.

<table>
<thead>
<tr>
<th>Regulatory and Statutory Requirements (13 questions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Licensing Process and Requirements (application, renewal, display, suspensions and revocations of individual license, Company license)</td>
</tr>
<tr>
<td>2. Regulations Governing Conduct and Penalties (place of business, advertising, sales agreements, financial statements, name)</td>
</tr>
<tr>
<td>3. Complaints</td>
</tr>
<tr>
<td>4. Investigations</td>
</tr>
<tr>
<td>5. Hearings</td>
</tr>
<tr>
<td>6. Independent Arbitration</td>
</tr>
<tr>
<td>7. Permitting and Inspection Requirements</td>
</tr>
<tr>
<td>8. Civil Rights (Elliot-Larson Civil Rights Act)</td>
</tr>
<tr>
<td>9. Fair House and American Disabilities Act (ADA) (Michigan Barrier Free Design, sales, office facility, hiring, employee practices)</td>
</tr>
<tr>
<td>10. EPA Regulations for Hazardous Materials (asbestos, lead, radon)</td>
</tr>
<tr>
<td>11. Salespersons</td>
</tr>
</tbody>
</table>

Types of Business Organization (4 questions)

1. Proprietorships
2. Limited Liability Companies (LLC)
3. Corporations
4. Partnerships

EXPERIMENTAL QUESTIONS

In addition to the total number of questions on each examination, up to ten (10) experimental (additional) questions may be included in each examination. These questions will NOT: a) be identified; b) be counted in your final score; or c) take time away from the total examination time.

The administration of such unscored, experimental questions is an essential step in developing future licensing examinations that are valid and reliable.
### Estimating (1 question)

1. Estimating Pertaining to Residential Building

### Contracts (7 questions)

1. Requirements
2. Definition
3. Types
4. Terminology
5. Binding
6. Addenda
7. Change Orders
8. Warranties
9. Financing Requirements
10. Breach

### Project Management and Administration (6 questions)

1. Quality Assurance/Quality Control
2. Materials/Logistics
3. Cost Management
4. Subcontractors
5. Inspections
6. Scheduling
7. Draws
8. Progress Payments
9. Retainage
10. Customer Service

### Accounting and Finance (6 questions)

1. Payroll
2. Tax Obligations (Federal, State, Unemployment)
3. Costs and Expenses
4. Sales and Accounts Receivable
5. Cash Flow
6. Balance Sheets
7. Income Statements
8. Ratios

### Insurance, Bonds and Liens (11 questions)

1. Insurance
   a. Liability
   b. Workers’ Compensation
   c. Vehicle
   d. Property
   e. Property Damage
   f. Title
   g. Employee (social security, unemployment, disability, benefits)
   h. Business
   i. Accident

2. Builders’ Risk
3. Bonds
4. Liens Placement (Construction Lien Act)

### Personnel (2 questions)

1. Employee Safety and Administration (recordkeeping, MIOSHA, penalties)
2. Federal and State Labor Laws (wages, overtime, minors)
3. Employee Benefits (health, retirement, vacation, etc.)

### Part 2 - The Practice/Trade Examination Content Outline

The examination consists of 110 multiple-choice questions. The minimum passing score for this examination is 80 correct answers (73%). You will have 180 minutes to complete the Practice/Trades Examination. The number of questions relating to each area on the examination is shown in parentheses.

This examination is CLOSED BOOK, NO reference materials are allowed in the examination center.

### Site Engineering (5 questions)

1. Surveying (reference points, monuments, flood plains, wetlands, benchmarks)
2. Septic requirements
3. Well requirements
4. Plot plan (building lines, setbacks, easements, restrictions, utility source locations)
5. Elevations (transit level, topographical)
6. Survey plans and symbols

### Plans, Specifications and Estimating (14 questions)

1. Green building materials and methods
2. Construction techniques (new construction, remodeling)
3. Costs and labor estimating (material, equipment, project-specific gross income)
4. Installation (requirements allowing materials to acclimate)
5. Documentation procedures (submittals)
6. Permits/inspections based on permits
7. Types of plans (floor, framing, truss erection, foundations)
8. Symbols and legends
9. Scales and dimensions
10. Views, sections, and details
11. Schedules (window, door)
12. Materials estimating (takeoffs, volumes, measurements, areas, board feet)

### Excavation/Sitework (9 questions)

1. Demolition methods and equipment
2. Federal requirements related to hazardous materials (asbestos, lead abatement)
3. Protection procedures prior to demolition (vegetation, structures, wildlife, artifacts)
4. Soil (testing, types, characteristics, compaction, material options)
| 5. Code requirements of drainage and water work |
| 6. Trenching and excavating (methods, techniques) |
| 7. MISS DIG |
| 8. Soil erosion and sedimentation control |
| 9. Grading (cut and fill, rough, finish, sloping) |
| 10. Backfilling |
| 11. Dewatering |

**Footings and Foundation Walls (11 questions)**

1. Installation of wood foundations and columns (site requirements, conditions)
2. Installation methods, materials and requirements (structural, fastening, sillplates, foundation, moisture barriers, drainage, damp proofing, waterproofing, sealants)
3. Construction requirements (foot loading versus compacting of soil)
4. Footings (types, dimensions, specifications)
5. Foundation walls (concrete, masonry, installation of insulating concrete form, wood)
6. Concrete slab on grade
7. Anchoring systems

**Concrete (7 questions)**

1. Prior to concrete placement
2. Portland cement concrete mix design and additives
3. Installation of post pads
4. Methods for concrete reinforcement installation (code requirements, wire mesh, rebar, fiber)
5. Ingredients and aggregates
6. Characteristics
7. Types
8. Testing (slump, strength)
9. Flatwork (driveway, sidewalk, floors)
10. Placement of Construction Joints
11. Finishing (troweling, bull floating, broomed)
12. Curing
13. Admixtures (chloride, retarding agents)
14. Formwork
15. Proportions
16. Suspended concrete slabs and above-grade concrete

**Carpentry (16 questions)**

1. Bracing, bridging, and hangers
2. Span Tables
3. Fastening schedules
4. Loads (live, dead, floor load schedule, roof, wind)
5. Notching and boring
6. Sole, top plates, and band (rim) joists
7. Floor Framing (joists, truss joists)
8. Floor Decking/Subflooring
9. Wood framing for walls (exterior, sheathing, load bearing, kneewalls, wind bracing, partitions, interior soffits)
10. Fire blocking and draft stops
11. Roof framing (rafters, decking, dormers, valleys, soffits, fascia, pitch, crickets, saddlers)
12. Roof trusses (uplift, bracing)
13. Framing for Openings (vents, windows, doors, skylights, fireplaces, chimneys, attic access, crawl space, house fans)
14. Secondary weather plane (house wrap)
15. Stairs (interior, exterior, landings, railings, balusters, rise, run, clearances, width)
16. Exterior decks (fasteners, height, rails, materials, footings)
17. Wood flooring
18. Cabinetry
19. Finish trim
20. Molding
21. Michigan barrier free design requirements for ramps

**Masonry (9 questions)**

1. Effects of environmental conditions on construction
2. Application methods for mortar and grout
3. Reinforcement methods and materials for installations
4. Installation methods and materials (load bearing, non-load bearing)
5. Installation requirements (veneers, wall ties)
6. Fireplace and chimney requirements
7. Brick (walls, veneer, paver, fireplace)
8. Stone (manufactured, natural)
9. Construction details (brick ledge, lintels, headers, pilasters, piers, sills, keystones, patterns and bonds, forms and arches)
10. Anchors, ties, and reinforcement
11. Expansion/ control joints
12. Jointing
13. Flashing through (wall flashing, weep holes)

**Roofing (7 questions)**

1. Covering materials, installation and fastening methods
2. Materials and installation methods (flashing, gutter and downspout system)
3. Ventilation systems (ridge, box, soffit)
4. Drip edges and diverters
5. Water shield membranes (ice and rain guard)
6. Valleys
7. Reroofing

**Insulation (5 questions)**

1. Blanket
2. Batt (Faced)
3. Batt (Unfaced)
4. Blown-in (fiberglass, cellulose)
5. Sprayed-on foam
6. Foam Board
7. Fiberboard
8. Foil-Faced (reflective)
9. Energy code certification (rvalues, vapor barriers, reflectivity)
10. Sound

Ventilation (2 questions)
1. Attic (gable vents, baffles)
2. Foundation/crawl space
3. Bathroom

Windows, Doors and Skylights (5 questions)
1. Building code requirements related to energy performance requirements
2. Methods to prevent water and air intrusion around windows, skylights, and doors
3. Egress/Escape requirements
4. Safety glazing
5. Window sizing
6. Types of windows and doors (storm, screen, pocket door, bifold door, sliding windows, casement windows)
7. Size
8. Materials and parts
9. Installation and flashing

Siding Installation (3 questions)
1. Elements and installation (backer boards, flashing, vents, starter strips, fascia, soffits)
2. Types of siding (vinyl, wood, shingles and shakers, aluminum, steel, concrete)

Interior and Exterior Finishes (5 questions)
1. Methods and materials for installation (flooring, wall, ceiling, cabinetry, countertops, trim, molding, and handrails)
2. Application methods (wall finishes)
3. Drywall
4. Exterior painting and staining
5. Tile and marble

Specialties (2 questions)
1. Pool systems and barriers
2. Smoke/Carbon monoxide detectors

Safety and Employee Protection Including MIOSHA (10 questions)
1. Job Site Safety and Personnel Training (MIOSHA, First Aid and emergency procedures)
2. Protection of Workers and the Public (methods to control vehicular traffic)
3. Requirements for loading, transporting, unloading materials and equipment
4. Operating hoisting equipment
5. Safety Data Sheet (SDS)
6. Hazardous materials (propane, paint, gasoline, solvents)
7. Waste Disposal (non-hazardous and hazardous)
8. Excavation safety
9. Ladders and scaffolds
10. Fall protection
11. Roof, deck and ladder jacks
12. Lifting and digging equipment
13. Barricade and sign requirements
14. Manufacturer's safety recommendations for tools and equipment

MAINTENANCE & ALTERATION (M&A) CONTRACTOR LICENSE EXAMINATIONS

Maintenance and Alteration Contractor Examinations
In order to be licensed as an M&A Contractor, you will be required to pass the Business and Law Examination (see page 7 for details regarding this examination) as well as an examination for each trade(s) in which you wish to be licensed. Each trade examination includes from 25 to 50 scored multiple-choice questions as follows:

<table>
<thead>
<tr>
<th>Trade Examination</th>
<th>Number of Questions</th>
<th>Passing %</th>
<th>Passing Raw Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>Basement</td>
<td>50</td>
<td>72</td>
<td>36</td>
</tr>
<tr>
<td>Waterproofing</td>
<td>50</td>
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<td>36</td>
</tr>
<tr>
<td>Carpentry</td>
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<td>Excavation</td>
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<td>72</td>
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<td>Gutters</td>
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<td>72</td>
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</tr>
<tr>
<td>House Wrecking</td>
<td>25</td>
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<tr>
<td>Insulation Work</td>
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<td>72</td>
<td>36</td>
</tr>
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<td>Masonry</td>
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<td>72</td>
<td>36</td>
</tr>
<tr>
<td>Painting &amp; Decorating</td>
<td>50</td>
<td>72</td>
<td>36</td>
</tr>
<tr>
<td>Roofing</td>
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</tr>
<tr>
<td>Siding</td>
<td>45</td>
<td>72</td>
<td>32</td>
</tr>
<tr>
<td>Screen &amp; Storm Sash</td>
<td>35</td>
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<td>25</td>
</tr>
<tr>
<td>Swimming Pools</td>
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<td>36</td>
</tr>
<tr>
<td>Tile &amp; Marble</td>
<td>50</td>
<td>72</td>
<td>36</td>
</tr>
</tbody>
</table>

Please request the supplement(s) to this Candidate Information Bulletin for the specific content outline(s) and respective numbers of examination questions for the trade(s) that you have selected. You may also print the content outlines by visiting our website at www.psiexams.com.

You may take a maximum of three examinations per registration. Each registration is valid for one appointment to take the examination(s). Below are the time limits for the M&A examinations.

- If you are taking the Business and Law and one trade, you will be given 135 minutes to complete the examinations.
- If you are taking the Business and Law and two trades, you will be given 195 minutes to complete the examinations.
- If you are ONLY taking the Business and Law, you will be given 75 minutes to complete the examination.
If you are ONLY taking one trade, you will be given 60 minutes to complete the examination.
If you are taking three trades, you will be given 180 minutes to complete the examinations.

### SALESPERSON LICENSE EXAMINATION

<table>
<thead>
<tr>
<th># of Questions</th>
<th>Passing % Score</th>
<th>Passing Raw Score</th>
<th>Time Allowed</th>
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<tbody>
<tr>
<td>45</td>
<td>72</td>
<td>32</td>
<td>90 minutes</td>
</tr>
</tbody>
</table>

This examination is CLOSED BOOK, NO reference materials are allowed in the examination center.

### A. Regulatory and Statutory Requirements (16 questions)

1. Understand when a Salesperson License is Required
2. Know Actions Subject to Disciplinary Action
3. Understand the Complaint, Investigations, and Hearings Process
4. Renew License
5. Understand the Builder/Contractor-Salesperson Relationship
6. Display License Appropriately
7. Understand how to Report Changes to License
8. Understand Permitting and Inspection Requirements
9. Understand Discriminatory Activities Under Fair Housing Guidelines
10. Understand Discriminatory Activities Under Civil Rights Act (Elliot-Larsen Civil Rights Act)
11. Understand Truth in Advertising Guidelines
12. Understand Guidelines for Home Solicitation Sales (Knowledge of emergency situations when consumer can waive cancellation)
13. Understand General State Building Code Requirements
14. Understand when Building Restrictions may Apply
15. Comply with Easements and Setbacks
16. Comply with EPA Regulations on Hazardous Materials
17. Comply with do-not-call and associated regulations (Comply with requirements of Patriot Act (knowledge of consumer’s personal information that cannot be captured on paper or in file))

### B. Contracts (16 questions)

1. Understand the Types of and Components of Contracts
2. Understand the Terminology Related to Contracts
3. Comply with State Requirements for Contracts
4. Understand and Create Addenda and Change Orders
5. Understand and Adjust Contract for Factors Affecting Completion Date
6. Comply with Guidelines for Allowances
7. Understand Basic Concept of Warranties
8. Understand Definition of Breach of Contract
9. Understand Concept of Lien Waiver
10. Explain Financing Process
11. Create and Explain Payment Schedules

### C. Mathematics, Measurements, and Estimating (8 questions)

1. Understand and Apply Basic Concepts and Terminology for Estimating Cost of a Contract
2. Compute Markup/Profit and Overhead
3. Compute Discounts
4. Perform Calculations Using Basic Math

### D. Prints, Plans, and Specifications (5 questions)

1. Interpret Symbols and Legends
2. Compute Actual Dimensions Based on Scale
3. Understand and Interpret Different Types of Plan Views
4. Identify basic information on plan drawings

### SUGGESTED STUDY MATERIALS

The study materials listed here should be helpful to candidates preparing for the Business and Law examination, the Residential Builder Practice/Trade examination, and the Salesperson examination. (Suggested study materials for the individual M&A Contractor examinations are included with the separate content outline for each trade.)

Except for the Michigan Laws, Rules, Codes and Standards, neither the Department nor PSI endorses any of the materials listed. However, we try to ensure that the references are currently available and consist of recognized industry standards.

If the answer to a specific examination question could differ because of conflicting information contained in the suggested study materials, the legal requirement, such as a law, regulation, board or commission rule, or building code, takes precedence over (overrides) any other reference. If two legal requirements appear to conflict, the Michigan specific law, regulation, board or commission rule, or building code, takes precedence over the national one. Information from the suggested study materials listed here takes precedence over information from all other sources or persons.

This is only a sample of the available reference materials that contain information about the professions. These materials contain neither all of the general trade knowledge required to be competent in any specific area nor all of the information on which you will be tested. Also, please be aware that reference materials may go out of print or be otherwise unavailable.

Please contact a library, community college, currently practicing builder or contractor, Code enforcement agency, or other specialists in the profession for additional information or reference material.

These examinations are CLOSED BOOK, so the following reference materials suggested as study resources are not allowed in the examination center.
Important Links

The following are links to the websites for government agencies. These websites are also available as links on our website at www.psiexams.com.

**Michigan Board of Residential Builders and Maintenance and Alteration Contractors.** Web Page for Residential Builders Board. www.michigan.gov/builders

**Michigan Bureau of Construction Codes Order Form for Obtaining Residential Construction Codes.**
www.michigan.gov/bcc


www.michigan.org/medc/services/workerscomp/index.asp

**Workers’ Disability Compensation Coverage, Q&A for Subcontractors, General Contractors, and Independent Contractors.**

Business and Law Examination Study Materials

This examination is CLOSED BOOK, so the following reference materials suggested as study resources are not allowed in the examination center.

(For use by candidates for the Residential Builder and M&A Contractor examinations.)


- **OCCUPATIONAL CODE (EXCERPT), 1980 PA 299,** Articles 1-6, MCL 339.101…339.606, Article 24, MCL 339.2401…339.2412
- **MICHIGAN ADMINISTRATIVE CODE,** Residential Builders and Maintenance and Alteration Contractors, R 338.1511…338.1566
- **MICHIGAN ADMINISTRATIVE CODE,** Occupational Boards - Part 7 Disciplinary Proceedings, R 339.1701…339.1771
- **OCCUPATIONAL LICENSE FOR FORMER OFFENDERS, 1974 PA 381,** MCL 338.41…338.47
- **CONSTRUCTION LIEN ACT, 1980 PA 497,** MCL 570.1101…570.1305

Practice/Trade Examination Study Materials

This examination is CLOSED BOOK, so the following reference materials suggested as study resources are not allowed in the examination center.

(For use by candidates for Part 2 of the Residential Builder examination.)


- **Michigan Residential Code, 2015,** Michigan Department of Licensing and Regulatory Affairs, Bureau of Construction Codes, Office of Management Services, PO Box 30255, Lansing, MI 48909, (517) 241-9313.

- **Michigan Occupational Safety and Health Act 154 of 1974 as amended, and Administrative Rules for All Industries,** Michigan Department of Licensing and Regulatory Affairs, MIOSHA Standards Division, P.O. Box 30643, Lansing, MI 48909, (517) 322-1845. Price: Free.

- **All MIOSHA standards may be printed from the MIOSHA web site: www.michigan.gov/mioshastandards**


- **Michigan Occupational Safety and Health Act 154 of 1974 as amended, and Administrative Rules for All Industries,** Michigan Department of Licensing and Regulatory Affairs, MIOSHA Standards Division, P.O. Box 30643, Lansing, MI 48909, (517) 322-1845. Price: Free.

- **All MIOSHA standards may be printed from the MIOSHA web site: www.michigan.gov/mioshastandards**


BCSI: Guide to Good Practice for Handling, Installing, Restraining, and Bracing of Metal Plate Connected Wood Trusses, 2013, Structural Building Components Association and Truss Plate Institute, (608) 274-4849, www.builderindustry.com (Print-out of PDF or Purchase Required)


Building Trades Print Reading, 2000, by Thomas E. Proctor, American Technical Publishers, Inc. 1115 W. 175th Street, Homewood, IL 60430, (800) 323-3471 www.buildersbook.com (Purchase Required)


(You may only access this reference via a download from this website. It is not available in hard copy.) Price: Free.


Salesperson Examination Study Materials

This examination is CLOSED BOOK, so the following reference materials suggested as study resources are not allowed in the examination center.

For the “Occupational Code, Articles 1 through 6 and Article 24” and “Administrative Rules - Residential Builders and Maintenance and Alteration Contractors” visit the Bureau’s Web Site: www.michigan.gov/builders.

- **OCCUPATIONAL CODE (EXCERPT), 1980 PA 299,** Articles 1-6, MCL 339.101…339.606, Article 24, MCL 339.2401…339.2412
- **MICHIGAN ADMINISTRATIVE CODE,** Residential Builders and Maintenance and Alteration Contractors, R 338.1511…338.1566
- **MICHIGAN ADMINISTRATIVE CODE,** Occupational Boards - Part 7 Disciplinary Proceedings, R 339.1701…339.1771
- **OCCUPATIONAL LICENSE FOR FORMER OFFENDERS,** 1974 PA 381, MCL 338.41…338.47
- **BUILDING CONTRACT FUND,** 1931 PA 259, MCL 570.151…570.153
- **CONSTRUCTION LIEN ACT,** 1980 PA 497, MCL 570.1101…570.1305


Michigan Home Solicitation Sales, Act 227 of 1971 - As Amended, Michigan Legislative Council, 124 West Allegan, Michigan National Tower, Third Floor, PO Box 3-36, Lansing, MI 48909, (517) 373-0212
www.michiganlegislature.org/mileg.asp?page=print&


COMPLETING THE MICHIGAN RESIDENTIAL BUILDER BOARD EXAMINATIONS REGISTRATION FORM

1. Legal Name Print your legal name in the boxes provided, using one box per letter. If your name is longer than the boxes allow, print as many letters as possible. NOTE: If you recently changed your name, or if your last name includes a generation indicator (e.g., Jr., III), be sure that your name is the same on your examination registration form and your two forms of VALID identification.

2. Social Security Number Your Social Security Number is used for identification purposes only. Print only one number per box.

3. Physical Address Your license must include a Michigan physical address. PO Box numbers alone are not acceptable. Print only one letter or number per box. Do not include punctuation marks; leave blank spaces to show spaces. Check the box to alert PSI of any address change.

4. Mailing Address All examination information will be sent to the address you provide here; if different from physical address. Check the box to alert PSI of any address change.

5. Telephone Please provide both home and office telephone numbers (including area codes).

6. Email Address Please provide your email address.

7. Birth Date Please provide your date of birth (i.e., "09-18-60" for September 18, 1960).

8. Examination Type Check the box indicating the examination for which you are registering.

   Residential Builder - One who contracts to build or is responsible for building a complete residential structure or combination residential and commercial structure, using many trades. One who manufactures, assembles, constructs, deals in, or distributes a residential or combination residential and commercial structure which is prefabricated, precut, packaged, or shell housing. A licensed residential builder may also do maintenance and alteration work.

   Maintenance and Alteration Contractor - One whose contracting activity is limited to specific trades or crafts such as carpentry and masonry. If you are applying for the Maintenance and Alteration Contractor examination, you must select the trade(s) in which you wish to be licensed. If you intend to engage in general remodeling or work in three or more trades, you may wish to register for the Residential Builder examination. If you are already licensed and are applying for an add-on trade(s), check the appropriate box and write your current license number in the space provided.

   Salesperson - One who is an employee or agent, other than a qualifying officer, of a licensed residential builder or maintenance and alteration contractor, who is compensated for selling the goods and services of a residential builder or maintenance and alteration contractor.

9. Examination Parts Check the box(es) indicating which examination part(s) you wish to take. Enter the total number of parts requested in the space provided.

   Residential Builder Candidates, First Time Testing and Retesting for Both Parts MUST register and sit for both parts, (Part 1, Business & Law AND Part 2, Practice & Trades) during one examination session. Testing for ONLY Part 1 or Part 2 during one examination session is restricted to Residential Builder Candidates Retesting because they have previously passed one part, and the passing score is still valid.

   M&A Candidates First Time Testing MUST register and sit for the minimum of the Business & Law and one Trade examination. M&A Candidates may sign up for a maximum of three parts per examination session.

10. Examination Fees Check the box in either column 10.a or 10.b indicating first time testing or retesting. Complete the appropriate column and enter the total amount of your examination fee. (Please refer to the Candidate Information Bulletin, "Examination Fees" section, if you have any questions.)

11. Special Accommodations Requested If you will require special accommodations because of a disability, please check "YES." Send a letter and the required documentation to PSI (Please refer to page 4 of this Candidate Information Bulletin).

12. Signature Sign and date this Examination Registration Form in the space provided.

13. Registration Procedures Follow the instructions indicated here to register by mail, telephone, fax or internet.
### MICHIGAN RESIDENTIAL BUILDER BOARD EXAMINATIONS REGISTRATION FORM

Be sure to read the section titled “Examination Registration Instructions” in the Candidate Information Bulletin before filling out this registration form. You must provide all information requested and submit the appropriate fee. PLEASE TYPE OR PRINT LEGIBLY. Registration forms that are incomplete, illegible, or not accompanied by the proper fee will be returned unprocessed. BE SURE TO COMPLETE BOTH SIDES OF THIS REGISTRATION FORM.

1. **LEGAL NAME**
   - Last Name
   - First Name
   - Middle Name

2. **SOCIAL SECURITY NUMBER**
   - This number must be furnished

3. **PHYSICAL ADDRESS**
   - Number, Street
   - Apt. No.
   - City
   - State
   - Zip Code

4. **MAILING ADDRESS**
   - Number, Street
   - Apt. No.
   - City
   - State
   - Zip Code

5. **TELEPHONE**
   - Cell
   - Office

6. **EMAIL**
   - @

7. **BIRTH DATE**
   - M M D D Y Y

8. **EXAMINATION TYPE**
   - Residential Builder
   - Maintenance and Alteration
   - Current M & A Contractor Requesting Add-on Trade(s).
   - Salesperson

9. **EXAMINATION PARTS**
   - Both Parts (Part 1 and Part 2)
   - Part 1 Only--Business and Law
   - Part 2 Only--Practice/Trade
   - Business and Law and one or two Trades
   - Add-on Trade / Single Trade (Retake)
   - Current License Number:
     - Basement Waterproofing
     - Carpentry
     - Concrete
     - Excavation
     - Gutters
     - House Wrecking
     - Insulation Work
     - Business and Law
     - Masonry
     - Painting & Decorating
     - Roofing
     - Siding
     - Screen & Storm Sash
     - Swimming Pools
     - Tile & Marble
     - Number of examination parts requested: ______

10. **EXAMINATION FEES**
    - (Check one)
    - First Time Testing
    - Retesting
    - $111 ....................... $ _____
    - $106 (Both Parts) ........ $ _____
    - $66 (Law only) ............ $ _____
    - $76 (Prac only) ............. $ _____
    - $106 (three parts) ........ $ _____
    - $101 (three parts) ........ $ _____
    - $91 (two parts) ............ $ _____
    - $86 (two parts) ............ $ _____
    - $66 (one part) ............. $ _____
    - $81 ......................... $ 81
    - $81 .......................... $81
    - $81 .......................... $81
    - $81 .......................... $81

   Place an “X” next to each examination part requested:  
   Place an “X” here if you have passed Business and Law and are either adding on or retaking the Trade(s) you marked in Column 9.
11. SPECIAL ACCOMMODATIONS REQUESTED

You must fill out the special arrangement request form found at www.psiexams.com. Select Michigan, and the license type, and the form will be found under “Information Links”. A copy of this form may also be obtained by phoning 1-800-733-9267.

☐ Yes ☐ No

12. SIGNATURE

I HAVE READ THE CANDIDATE INFORMATION BULLETIN AND UNDERSTAND THE INFORMATION PRESENTED IN IT AND THIS EXAMINATION REGISTRATION FORM.

Signature ___________________________ Date ___________________________

YOU MUST SIGN AND DATE THIS REGISTRATION FORM IN ORDER TO BE TESTED.

13. REGISTRATION PROCEDURES

*Note: First-time Salesperson Candidates are required to mail or fax the registration form.

*To register BY MAIL, complete and send this registration form with the applicable fees to the following address:

PSI LICENSURE: CERTIFICATION
ATTN: Examination Registration MI RB
3210 E Tropicana
Las Vegas, NV 89121

*To register BY FAX, complete and fax both sides of this registration form with credit card information and signature and fax to:.......................... (702) 932-2666

To register BY TELEPHONE, complete this registration form with credit card information and call:....................... (800) 733-9267

To register BY INTERNET, see page 3 of this bulletin.

If paying by credit card, check one: ☐ VISA ☐ MasterCard ☐ American Express ☐ Discover

Card No: ___________________________ Exp. Date: ___________________________

Card Verification No: ________________ The card verification number may be located on the back of the card (the last three digits on the signature strip) or on the front of the card (the four digit number to the right and above the card account number).

Billing Street Address: ___________________________ Billing Zip Code: ________________

Cardholder Name (Print): ___________________________ Signature: ___________________________
PSI licensure:certification
3210 E Tropicana
Las Vegas, NV 89121