

The Level Set

Weekly News from BLD CONNECTION

January 31, 2024

Northwestern Lumber Association and Mid-America Lumbermens Association are now BLD Connection. *The Level Set* is our weekly bulletin. Watch for this email every Wednesday to bring you up to speed on the latest events, education, and time-sensitive information.

[BLD] **Keep Your Member Benefits!**
Easily pay dues online [HERE](#)
Questions? Call (888) 544-6822

Events & Outings

Upcoming

- **February 6-7, 2024 – BizCon North, Minneapolis, MN**
- **February 21-22, 2024 – BizCon South, Altoona, IA**
- **March 21, 2024 – Wisconsin Connection Conference, Baraboo, WI**
- **April 9-19, 2024 - NLBMDA Spring Meeting & Legislative Conference**
- **May 1-2, 2024 - Swing Into Spring, Osage Beach, MO**

[VIEW THE FULL EVENTS CALENDAR](#)

We'll see you at BizCon North next week!

Click [HERE](#) for full BizCon North details.



February 6-7, 2024
DoubleTree Hotel by Hilton
Bloomington, Minnesota
PLEASE REGISTER ONSITE*
**meal functions not guaranteed*

February 21-22, 2024
Pre-Register by noon, Feb. 9!
Prairie Meadows Hotel & Casino
Altoona, Iowa



[Register for BizCon South](#)

Call (888) 544-6822 for help with registration.



Discover Effective Tactics for Engaging Prospects and Closing the Deal!

March 21, 2024

Ho-Chunk Gaming Wisconsin Dells Baraboo, WI

Reward your hard-working sales team with an opportunity to brush up on vital sales skills from sales strategist Jeff Beals. During the **What to Say to Get a Cold Prospect to Engage** program, Jeff helps sales practitioners develop business acumen and use it to engage cold prospects. During the **Sealing the Deal: How to Make the Close a Foregone Conclusion** presentation, Jeff will explain how to win more business by making the close an anticlimactic formality, just another step on the way to a sale. Winning the sales race requires the investment of time, effort, and discipline, but that investment is made long before you ask for the order.

Click [HERE](#) to view the full schedule and register for the 2024 Wisconsin Connection Conference.

Suppliers...Show Your Support – **Sign up to be a Wisconsin Connection Conference Sponsor.**

[LEARN MORE HERE](#)

Fishing | Golf | Cornhole | Steak/Chop Fry

May 1-2, 2024
Osage Beach, Missouri

**REGISTRATION
OPEN!**



Join us at the annual Swing into Spring!

Professional Development

Upcoming Classes & Webinars

- February 12-13 – Blueprint Reading & Material Take-Off, Fayetteville, AR *registration deadline is today!*
- February 15-16 – Blueprint Reading & Material Take-Off, Kansas City, MO *limited seating available - registration deadline is today!*
- March 5-6 – Yard & Delivery Operations Workshop, Tomah, WI
- March 7-8 – Yard & Delivery Operations Workshop, Eden Prairie, MN
- March 18 – 19 – Blueprint Reading & Material Take-Off, Sioux Falls, SD
- March 21 – 22 – Blueprint Reading & Material Take-Off, Fargo, ND
- March 26 – LBM Inventory Management, Kansas City, KS
- March 27 – Improving Profits, Kansas City, KS
- March 26-28 – Estimating 1-2-3, Inver Grove Heights, MN
- April 23-25 – Estimating 1-2-3, Inver Grove Heights, MN

[VIEW THE FULL PROFESSIONAL DEVELOPMENT CALENDAR](#)



Click on dates for links to registration and full details.

Blueprint Reading & Material Take-Off with Casey Voorhees

February 12-13 - Fayetteville, AR
Registration deadline is today.
February 15-16 - Kansas City, MO
Limited Seating Available.
Registration deadline is today.
March 18-19 - Sioux Falls, SD
March 21-22 - Fargo, ND

"...showing the floorplan and elevation and then the photos made it easy to visualize. The program was great!" - Evan

This popular workshop provides 2 full days of instruction and discussion on residential construction methods, blueprint reading and material take-off. Learn basic blueprint reading by identifying lines, symbols and details while developing an understanding of elevations, floor plans, framing and sectional views. Students will be introduced to various residential construction methods and estimating formulas while working on a basic single level home with a trussed roof.

Are you looking for ways to improve efficiency and reduce product damage around your yard? Sign up today for the Yard & Delivery Operations Workshop!

Attendees will be challenged to evaluate your company's processes to gain efficiency and improve your bottom line. Group roundtable discussions provide added insight into what other operations are doing. The workshop will conclude with a walk-through at a host retail location. Students will be asked to perform a Yard & Delivery Workshop Challenge for their company.

Yard & Delivery Operations Workshop with Emily Overson

March 5-6
Tomah, WI
Touring All American Do-it Center

March 7-8
Eden Prairie, MN
Touring Lyman Lumber Chanhassen

"I learned some new deals about forklifts I was unaware of before. And I've also attained some new information to help me do a better job and help my team." - Curt

LBM Inventory Management

Learn how to identify potential inventory management issues and the actions you can take to ensure you keep an accurate inventory count.

March 26 - Kansas City, KS

Sponsored by:



This course will discuss the importance of accurate inventory management, explain the costs involved with mis-managed inventory and best practices that companies can use to have an accurate accounting that will benefit all areas of the business. There will be a strong focus on making sure companies are using whatever system (ERP-QuickBooks-etc) to the greatest capability.

Devoting time and attention to the details will truly make a difference in the long term for your organization's success. During this one-day workshop, we will discuss tools you can use to move towards your business goals and a healthy bottom line including ensuring proper cashflow, budgeting, inventory controls, keeping score,

Improving Profits

Discover tools to move towards your business financial goals.

March 27 - Kansas City, KS

"Whether it's a simple fix or a major new process, Emily will break down the solution sensibly

monthly financial cycle and more!
Walk away with greater understanding and a fresh desire to tackle the elements which will reap large rewards for your organization.

and methodically so everyone can benefit in their own way.” Will

Sponsored by:



Estimating 123 These classes sell out quickly so register early!

March 26-28 – Inver Grove Heights, MN

April 23-25 – Inver Grove Heights, MN

Based on their skill level, attendees choose between Day 1 & 2, Day 2 & 3 or ALL three days.

Sponsored by:



On Day 1, attendees will learn basic blueprint reading by identifying lines, symbols and details while developing an understanding of elevations, floor plans, framing and sectional views. Day 2 introduces the class to various residential construction methods and estimating formulas while working on a take-off of a basic single level home with a trussed roof. Day 3 moves into the more advanced areas of a material take-off including irregular layouts, doors, windows and millwork.

“Casey is an amazing instructor and simplified things. This really will help do estimates more efficiently.”
Jacob

Resource of the Month



Keeping People Safe for Over 30 Years: New OECS Video

Are you wondering what sets OECS apart? Watch their brand-new YouTube video for a glimpse into their top-notch safety consulting services. Listen to testimonials from their clients and see how OECS can assist you in creating a culture of safety.



BLD Connection members receive discounts on OECS safety services!

Contact Ari Cook at ari@oecscomply.com for details or visit www.oecscomply.com.

Classifieds

HELP WANTED

Shelby Lumber Co. is currently seeking to fill a full time position for their Manager position at their Lumberyard in Shelby, NE. Candidate is responsible for buying & managing inventory, ordering product, retail & contractor customer service & overseeing daily lumberyard activities. Benefits include: Salary, paid vacation, health insurance, 401k retirement, employee pricing and bonus opportunities.

Contact jason@shelbylumber.com with questions or to submit resume.

HELP WANTED

Forest Products Supply is looking for an individual to join our sales team in Omaha, Nebraska. Call 402-415-0080. Ask for Jerry. www.fp-supply.com

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