

The Level Set

Weekly News from BLD CONNECTION

October 25, 2023

Events and Outings

Upcoming

- **November 8 – 2023 Nebraska Connection Conference & Top Golf Event, Omaha, NE** *Register by Friday, October 27!*
- **February 6-7, 2024 – BizCon North, Minneapolis, MN**
- **February 21-22, 2024 – BizCon South, Altoona, IA**

[VIEW THE FULL EVENTS CALENDAR](#)



Industry Education,
Networking, Community, and
Fun in Just One Day!

Register by Friday, October 27!

Conference Highlights

Sales Seminar with Mark Hunter: *High Profit Prospecting* Mark debunks prospecting myths and delves into effective techniques to boost prospecting momentum and drive more sales.

Leadership Seminar with Dena Cordova-Jack: *Mastering the Art of Herding Cats* Join this dynamic, humor-infused presentation to master new leadership models for attracting, engaging, and retaining the next-gen talent for your industry and company.

Membership Lunch & Keynote Coach Bill Busch: *What Are You Selling?* Listen to Busch's behind-the-scenes stories about what it takes to be successful at recruiting the best "employees," or offering a "sales pitch" that is more than a gimmick.

Networking Reception & Vendor Visits @ Table-Top Displays • Hosted Beer & Dessert Items

Sponsored Table Top Displays in **Red**
Dinner & Top Golf Sponsors in **Orange**

Absolute Distribution, Inc. *
Allweather Wood
Alpine Truss *
Bayer Built Woodworks, Inc.
Central Lumber Sales
Dakota Steel & Trim *
Data Business Equipment
Dealers Choice
Federated Insurance *
Firststar Recycling
Forest Products Supply *
GAF *
Hallmark Building Supplies Inc.
LP Building Solutions
Marvin
PALFINGER USA
RION Equipment *
Run Payments
Simpson Strong-Tie
Truss Pros

(Cash bar also available) + Grand Prize

Top Golf Event (+ Dinner/Drinks) Offsite @ TOP GOLF

Register by Friday, October 27!

US LUMBER *

WorkSafeWorkSmart.com LLC

* Sponsor for both table top display and Top Golf.

VIEW DETAILS AND REGISTER

Register For Your Booth & Sponsorship! [Click banner for full details.](#)



February 6 & 7, 2024 | Minneapolis, MN



February 21 & 22, 2024 | Altoona, IA

Save the Date!

March 21, 2024

Ho Chunk Hotel – Baraboo, WI



Co-Hosted by
Wisconsin Lumber Dealers Education Foundation Inc.

Professional Development

Upcoming

- November 14 – Women in the Industry Lunch & Learn (Online)
- November 15 – LBM Inventory Management, Mason City, IA
- November 16 – Risk Management for LBM Dealers, Mason City, IA
- November 16 – Rikka Brandon Webinar - The 4 Critical Steps To Get More Qualified Job Applicants and Hire With Confidence!
- December 5 - 6 – NEW Sales Development Workshop, Kansas City, KS
- December 5 - 7 – Estimating 1-2-3, Inver Grove Heights, MN *New Dates!*
- December 13 - 14 – Next Gen Networking Group - WI/Upper MI Chapter, Milwaukee
WI Must register by 11-9-23

VIEW THE FULL EDUCATION CALENDAR

**NEW Sales Development
Workshop**



December 5 & 6
8:00 am – 12:00 pm
Kansas City, KS

Hosted by Simpson Strong-Tie

BLD Connection has teamed up with industry consultant, Bryan Rice for a new Sales Development workshop. This interactive workshop will provide the fundamental elements all sales personnel should understand in order to be a successful LBM sales professional. Register your contractor and project sales team members today.

[VIEW DETAILS AND REGISTER](#)



BLD Connection is partnering with Rikka Brandon, one of the LBM industries leading recruiters, to provide our members discounted access to

Hire Power. Hire Power is an online, on demand training for the LBM and Building Products industry that gives you or your team members everything they need to start getting more qualified candidates for your job openings and get your offers accepted! It was designed for busy owners and leaders who understand that they need to be able to attract and keep great people for their business to thrive.

NEW Partnership with Rikka Brandon - Hire Power Online Learning System

November 16
Online

Join us for the inaugural webinar, "The 4 Critical Things You Need To Understand To Get More Qualified Job Applicants and Hire With Confidence."

[VIEW DETAILS AND REGISTER](#)



Dues Renewal Time!

Easily pay online [HERE](#)

Questions? Call (888) 544-6822

Resource of the Month

The Design Connection

Unlock the Power of The Design Connection - Your Drafting Services Partner!

BLD Connection proudly presents our partnership with The Design Connection, offering top-tier drafting services for your projects:



- New construction plans
- Stock house plans
- Commercial Design & Consulting
- Custom colored renderings

Contact Aaron Thompson at (507) 286-7869 or aaron@thedesignconnection.net. Visit www.thedesignconnection.net for details.

LOG INTO THE INFO HUB!

In the Info Hub on BLDConnection.org you can:

- **UPDATE YOUR PROFILE**
- **PAY YOUR MEMBER DUES**
- **UPDATE SUBSCRIPTIONS**
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BLD Connection | 701 Decatur Ave. N., Ste. 105, Golden Valley, MN 55427

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