

# The Level Set

Weekly News from BLD CONNECTION

October 18, 2023

## Events and Outings

### Upcoming

- **November 8 – 2023 Nebraska Connection Conference & Top Golf Event, Omaha, NE** *Less than 10 days left to register!*
- **February 6-7, 2024 – BizCon North, Minneapolis, MN**
- **February 21-22, 2024 – BizCon South, Altoona, IA**

[VIEW THE FULL EVENTS CALENDAR](#)



## Dues Renewal Time!

Easily pay online [HERE](#)

Questions? Call (888) 544-6822



### Check Out Our Speaker Line-Up at the Nebraska Connection Conference!

*Less than 10 days left to register!*



#### Sales Seminar with Mark Hunter: "High Profit Prospecting"

Uncover the secrets of wildly successful sales leaders with Mark Hunter. Boost momentum and sales like never before!

#### Leadership Seminar with Dena Cordova-Jack: "Mastering the Art of Herding Cats"

Join Dena Cordova-Jack for a fast-paced journey into the future of leadership and talent management.

Thank you to our current sponsors:

[Absolute Distribution, Inc.](#)

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**Keynote Coach Bill Busch: "What Are You Selling?"**

Coach Bill Busch's keynote reveals the secrets to recruiting top talent and delivering powerful sales pitches. Don't miss it!

**VIEW DETAILS AND REGISTER**

Hotel deadline extended to Friday, October 20!

- Firststar Recycling
- Forest Products Supply
- GAF
- Hallmark Building Supplies Inc.
- LP Building Solutions
- PALFINGER USA
- RION Equipment
- Simpson Strong-Tie
- Truss Pros
- US LUMBER
- WorkSafeWorkSmart.com LLC



**Booth & Sponsorship Registration is Open!**

**BizCon North**  
February 6 & 7, 2024  
Minneapolis, MN

**BizCon South**  
February 21 & 22, 2024  
Altoona, IA

**Click banner to register.**

**Save the Date!**

**March 21, 2024**

Ho Chunk Hotel – Baraboo, WI



Co-Hosted by  
Wisconsin Lumber Dealers Education Foundation Inc.

# Professional Development

## Upcoming

- October 19 – Fire Safety – What You Need to Know Webinar by OECS
- 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
- 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*



Learn blueprint reading, including lines, symbols, elevations, and more. Explore residential construction methods and estimating formulas. Day 3 covers advanced areas of a material take-off including irregular layouts, doors, windows and millwork. *Hurry, these classes fill up fast, so register early!*

## Estimating 1-2-3

December 5 & 7  
8:00 am – 5:00 pm  
Inver Grove Heights, MN

Choose between Day 1 & 2, Day 2 & 3, or all three days based on your skill level.

*Hosted by Simpson Strong-Tie*

[VIEW DETAILS AND REGISTER](#)



Elevate your networking, expand industry knowledge, and connect with professionals.

*Register by November 9 to catch a Milwaukee Bucks game with your peers.*

[VIEW DETAILS AND REGISTER](#)

## Next Gen Networking Group - Wisconsin/Upper Michigan Chapter

December 13 & 14  
Millwaukee Area

Join us for an exclusive networking experience! Engage in thought-provoking discussions with experts about the current business climate, operational strategies, and innovative management ideas. Includes guided tours of Bliffert Lumber in Germantown and Western Building Products. See you in Milwaukee!

*Registration limited first 20 people.*

## 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

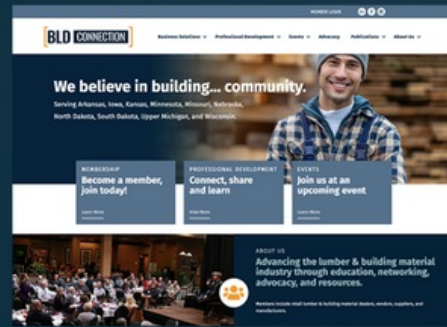
Contact Aaron Thompson at (507) 286-7869 or [aaron@thedesignconnection.net](mailto:aaron@thedesignconnection.net). Visit [www.thedesignconnection.net](http://www.thedesignconnection.net) for details.

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- **UPDATE YOUR PROFILE**
- **PAY YOUR MEMBER DUES**
- **UPDATE SUBSCRIPTIONS**
- **AND MORE!**

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