

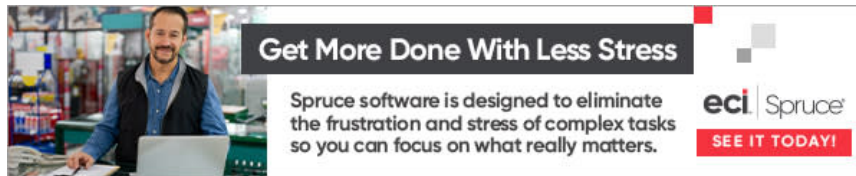
# The Level Set

Weekly News from BLD CONNECTION

February 7, 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.

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## Events & Outings

### Upcoming

- **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](#)

**February 21-22, 2024**

**Pre-Register by noon, Feb. 9!**

Prairie Meadows Hotel & Casino  
Altoona, IA



[Register for BizCon South](#)

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



**Reflect on your Leadership and Communication Style**

**March 21, 2024**

Ho-Chunk Gaming Wisconsin Dells  
Baraboo, WI

Today's world calls for strong leaders who are willing to listen, understand and support their team members and customers. To do so we must understand what it means to be a leader today and how to communicate across the generations. Join us for a fast paced, interactive, and sometimes humorous presentation with Dena Cordova-Jack on **The Changing Leadership Model**. Learn about the new leadership models and attracting, leading, and retaining our next gen talent to our industry and your company! During the **Effective Communications** program,

Dena shares the key points of effective communication including active listening, clear and concise communication, and conflict resolution.

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](#)



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



### Join Us at the Annual Swing Into Spring!

Join your fellow dealers and suppliers in Osage Beach, Missouri at the Margaritaville Lake Resort and The Oaks Golf Course for:

[REGISTER HERE](#)

[May 1-2, 2024](#)  
Osage Beach, MO

- Fishing on Lake of the Ozarks
- Annual Corn Hole Tournament
- Steak/Chop Fry with Open Bar
- Swing Into Spring Golf Tournament

## Professional Development

### Upcoming Classes & Webinars

- February 12-13 – Blueprint Reading & Material Take-Off, Fayetteville, AR
- February 15-16 – Blueprint Reading & Material Take-Off, Kansas City, MO
- 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](#)

## College Scholarship Programs

**Applications for the 2024-2025 College Scholarships must be submitted by March 1st.** Scholarship applications for members in Kansas, Missouri, and Nebraska can be downloaded [HERE](#). Wisconsin and Upper Michigan members, click [HERE](#) to download the Wisconsin Lumber Dealers Education Foundation scholarship information.

Members are encouraged to provide the scholarship information to their employees, local school instructors, and guidance counselors.



Click on dates for links to registration and full details.

### 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*

*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.

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.

### Blueprint Reading & Material Take-Off with Casey Voorhees

March 18-19 - Sioux Falls, SD  
March 21-22 - Fargo, ND

*"Casey flowed through material perfectly & explained thoroughly; better than expected; I'm inexperienced & gained a lot of knowledge." Alyssa*

### 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

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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

### Improving Profits

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, 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.

**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 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

**Offering a Retirement Plan May Be Easier Than You Think**

### **BLD Connection 401k MEP**

BLD Connection 401k gives members the opportunity to join a retirement program designed to give you the benefits of offering a retirement plan without having to own all the responsibility—in other words, one that helps make your job easier.

**Because your retirement plan shouldn't be a challenge**

In a group program, many of the tasks that come with running a retirement plan are managed on behalf of the businesses that join. You get time back in your day and free up yourself and your employees to spend that time where it counts: focused on your business.

**Visit with Daniel Gardner now at BizCon North in booth 108 and at BizCon South at booth 4!** Or you can contact him at (612) 743-4961 or [dgardner@osaicwealth.com](mailto:dgardner@osaicwealth.com) to find out more about how the BLD Connection 401k program can work for you. And check out [this video](#) to learn more about the value of group 401(k) plans.

## Classifieds

**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](http://www.fp-supply.com)

**BLD CONNECTION**

