




# The Level Set

Weekly News from BLD CONNECTION

November 29, 2023



## Dues Renewal Time!

Easily pay online [HERE](#)  
Questions? Call (888) 544-6822

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.

## Professional Development

### Upcoming Classes & Webinars

- December 5-6 – Sales Development Workshop, Kansas City, KS
- December 11-12 – Blueprint Reading & Material Take-Off, Coralville, IA
- December 13-14 – Next Gen Networking Group - WI/Upper MI Chapter, Milwaukee WI
- December 13-14 – Sales Development Workshop, Brooklyn Park, MN
- December 14-15 – Blueprint Reading & Material Takeoff, Omaha, NE
- December 19 – Market Watch (Online)
- January 9-11 – Estimating 1-2-3, Madison, WI
- January 17-18 – Yard & Delivery Managers Workshop, Jefferson City, MO
- January 23-25 – Estimating 1-2-3, Inver Grove Heights, MN

[VIEW THE FULL PROFESSIONAL DEVELOPMENT CALENDAR](#)



### December 19 FREE Webinar for Members

There is no charge for members to attend the Market Watch Webinars, but you must pre-register to receive a join link.

**The Market Watch  
Webinar is sponsored by:**

The December Market Watch Webinar will feature a panel of retail dealers answering questions on the 2024 markets posed by moderator Brett Thorne of Building the Future Podcast and Operations Officer at Thorne Lumber Company. Attendees will be able to ask panelists questions using the Q&A feature on the platform.

Market Watch Webinars are designed to provide insight into market activities impacting the LBM industry and small business.



# BLD LUMBERTECH

PROFESSIONAL DEVELOPMENT

Click on dates for links to registration and full details.

## New! Sales Development Workshop

**December 13-14**  
**Brooklyn Park, MN**  
**Sponsored by BlueLinX**  
**LAST Chance to Register!**

**Give your newer sales team members a "leg-up" over the competition!**

This new workshop is designed for contractor and project sales team members to provide the fundamental elements all sales personnel should understand to be a successful LBM sales professional. Industry veteran and business advisor, Bryan Rice will walk through prospecting techniques, pricing & negotiation strategies, the importance of training and so much more! Learn Bryan's *Twenty Ways to Grow Sales!*

## Last Chance to Register! Blueprint Reading & Material Take-Off

During this two-day program, instructor Casey Voorhees teaches basic blueprint reading by identifying lines, symbols, and details. Attendees develop an understanding of elevations, floor plans, framing and sectional views. They will be introduced to various residential construction methods and estimating formulas while working on a basic single level home with a trussed roof.

**December 11-12**  
**Coralville, IA**  
**\*Registration Deadline is December 4th**

**December 14-15**  
**Omaha, NE**  
**\*SOLD OUT**

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

## Estimating 1-2-3 (Seating is Limited)

**January 9-11**  
**Madison, WI**  
**Sponsored by GAF**

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

- Day 1: Introduction to Residential Construction & Blueprint Reading
- Day 2: Basic Residential Material Take-off
- Day 3: Advanced Residential Material Take-off

**January 23-25**  
**Inver Grove Heights, MN**  
**Sponsored by Simpson Strong-Tie**

Attendees walk away understanding basic blueprint reading and various residential construction methods along with estimating formulas. This class walks through 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.

## Yard & Delivery Managers Workshop

We've added more focus on interpersonal skills to improve your potency as a leader and new innovative best practices for effective yard and warehouse layouts. For the highest level of success to be achieved by these essential teams, they must be energetically led by effective managers through a set of rock-solid core best practices and standards that really work. The Yard & Delivery Managers Workshop devotes two dynamic days to understanding these essential best practices and providing powerful proven tools to insure stellar performance within each separate yet interrelated area of yard and delivery operations.

**The tried and true Yard & Delivery Managers Workshop has been enhanced as never before!**

**January 17-18**  
**9:00 am – 4:00 pm**  
**Jefferson City, MO**

**Tour Hosted by Scruggs Lumber**

*"This is my opportunity to reset and reflect. The workshop provided ideas and motivation to address opportunities" - Ted*



**Inspire the Next Generation of LBM Careers! Invite local shop classes to explore cutting-edge building products and an industry career presentation.**

**Registration for instructors and students is FREE!**

- [Click HERE for BizCon North Registration Form \(Feb. 7, 2024\)](#)
- [Click HERE for BizCon South Registration Form \(Feb. 22, 2024\)](#)

## 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**

[VIEW THE FULL EVENTS CALENDAR](#)

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**BizCon Sales Seminar:  
Time to Brush Away  
the Prospecting  
Cobwebs with Mike  
McDole**



**BizCon North - Minneapolis, MN - February 6-7, 2024**  
**BizCon South - Altoona, IA - February 21-22, 2024**

For the past several years prospecting was put in the back of the closet buried under old clothes. Many salespeople had a hard enough time keeping up with the onslaught of orders coming in, along with manufacturer's lead-times. Housing starts climbed year



over year since 2012. Many salespeople have not had to hone their prospecting skills, or even learn to prospect. This presentation will cover such things as how to find & research prospects; what to say and not to say when communicating with a prospect; active listening; asking probing questions; how to quantify what differentiates your company from the competition; and more.

**Register for the BizCons today to hear Mike McDole's Seminar!**

**REGISTRATION FOR DEALERS & EXHIBITORS HERE**



**[BLD] CONNECTION CONFERENCE WISCONSIN**  
Co-Hosted by Wisconsin Lumber Dealers Education Foundation Inc.  
**Save the Date!**  
March 21, 2024  
Ho Chunk Hotel - Baraboo, WI  
**Registration Opens December!**

## Featured Program



**Through Safety, Efficiency and Engagement**

### **WorkSafeWorkSmart.com, LLC**

**WorkSafeWorkSmart.com, LLC** productivity products – finding innovative and effective tools to help your business thrive in an ever-changing economy.

**The Lumber Buddy™ Portable Workstation** is unlike stationary systems. It goes where you are working, ending wasted trips across the yard.

**BOSS Strapping** has several products that have revolutionized the strapping industry and provide a safer, more efficient alternative than steel banding for lumber yards.

Visit [worksafeworksmart.com](http://worksafeworksmart.com) or contact **WorkSafeWorkSmart.com, LLC** at (469) 708-9797 or [info@WorkSafeWorkSmart.com](mailto:info@WorkSafeWorkSmart.com).

## 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)

### **HELP WANTED**

St. Peter Lumber and Do it Best Rental is looking for an enthusiastic and driven individual to join our management team. We are an established family-owned independent building material and rental retailer dedicated to providing top quality goods and services. Located in the beautiful Minnesota River valley, we take pride in our commitment to our employees, customers and community. We are currently seeking a Retail Store Manager. The ideal candidate will have a degree in business management and/or a minimum 3 years of retail management experience as well as experience in the building material industry. Candidates must have the ability to multi-task, prioritize and work well in a fast-paced environment. This is a full time, permanent position with

starting salary of \$55,000 plus benefits of vacation, sick, holiday, medical, dental, retirement and employee discount. Please reach out with any questions or send resume to [cdeblieck@stpeterlumber.com](mailto:cdeblieck@stpeterlumber.com).



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