



The Level Set

Weekly News from BLD CONNECTION

November 15, 2023

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

Please register early to help BLD Connection properly plan these classes and meet deadlines set by our meeting facilities and instructors. To ensure quality group interaction, we have minimum attendance levels that need to be met in order to hold each class.

Upcoming

- **November 16 – Rikka Brandon Webinar - The 4 Critical Steps To Get More Qualified Job Applicants and Hire With Confidence!**
Join us for this FREE webinar tomorrow!
- **November 27-28 – NEW Pinnacle Roundtable**
- **December 5-6 – NEW Sales Development Workshop, Kansas City, KS**
Don't miss this new workshop in Kansas City with industry veteran, Bryan Rice!
- **December 5-7 – Estimating 1-2-3, Roseville, MN**
- **December 11-12 – Blueprint Reading & Material Takeoff, Coralville, IA**
- **December 13-14 – Next Gen Networking Group - WI/Upper MI Chapter, Milwaukee WI**
- **December 13-14 – NEW 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**

[VIEW THE FULL PROFESSIONAL DEVELOPMENT CALENDAR](#)

The 4 Critical Steps To Get More Qualified Job Applicants and Hire With Confidence!

RIKKA
BRANDON

November 16

FREE Webinar Tomorrow!

Our highly anticipated webinar is happening tomorrow! This is your last chance to join Rikka Brandon as she reveals key hiring strategies:

- The simple secret to getting more qualified job applicants for your openings.
- How easy it can be to find and engage with people that have the experience you need.
- How you can both sell your opportunity and screen for fit during interviews - so you don't lose good candidates in the hiring process.
- The secret strategy that leads to more accepted job offers.

Don't miss this chance to supercharge your hiring process and secure the best talent for your team!

Rikka Brandon is a leading recruiting and hiring expert in the LBM industry. You may have seen her articles in LBM Journal, listened to her LBM Journal Podcast Recruit and Retain, or heard her speak at Expo North and the ProDealer Summit.

BLD Connection is excited to partner with Rikka to provide these webinars to our members.

[REGISTER TODAY!](#)



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!

NEW Sales Development Workshop

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

Hosted by Simpson Strong-Tie

[VIEW DETAILS AND REGISTER](#)

Estimating 1-2-3

December 5-7
Roseville, MN

January 9-11
Madison, WI

"This has been so eye opening and has helped me pull a lot of pieces together! Thank you!"

Cheyenne

[VIEW DETAILS AND REGISTER](#)



Select either Day 1 & 2, Day 2 & 3, or all three days based on skill level. The training covers basic blueprint reading, focusing on identifying lines, symbols, elevations, floor plans, framing, and sectional views. Participants explore residential construction while working on a basic single level home with a trussed roof. Day 3 delves into advanced material take-off, covering irregular layouts, doors, windows, and millwork.

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](#)

Meet Our Keynote Speakers!

February 21-22, 2024
Altoona, IA

Registration open!

Opening Keynote Speaker, Kendall
Gammon

Wednesday, February 21, 2024
Minding Mindset



Kendall is a Kansas native and attended Division II Pittsburg State University where he was a captain for the 1991 National Champion Gorillas. His authentic storytelling will inspire business owners and

their teams to use emotional strengths to embrace change, build stronger relationships, and positively impact their own growth and success.

BLD BIZCON
SOUTH 2024

Closing Keynote Speaker, Grant
Farnsworth

Thursday, February 22, 2024
*Fundamentals Impacting the Building
Products and Home Improvement
Industry*

Grant Farnsworth is the President of The Farnsworth Group. For over 20 years, Grant has consulted on qualitative and quantitative research for a variety of manufacturers, retailers, and associations ranging from Fortune 100 firms to start-ups.



Read their full bios and keynote address details, plus all BizCon South session details [HERE!](#)

**REGISTRATION FOR BOOTHS, SPONSORSHIPS, AND ATTENDEES OPEN
AT BOTH BIZCONS. FIND ALL DETAILS HERE!**

BLD BIZCON
2024

Invite Your Local Schools to
BizCon North & BizCon South

Help promote the industry and career opportunities by inviting your local high school or technical school to the 2024 Biz Con's. Instructors and students will have an opportunity to attend our career presentation and walk the show floor to learn more about today's building materials and network with dealers & suppliers on the show floor.

Click Here for a PDF invite Schools to BizCon North
Click Here for a PDF invite Schools to BizCon South

For more information, contact Connie Johnson, Director of Professional Development (763) 595-4045; connie@bldconnection.org

Save the Date!

March 21, 2024

Ho Chunk Hotel – Baraboo, WI

Registration Opens December!

[BLD] CONNECTION
CONFERENCE
WISCONSIN



Co-Hosted by
Wisconsin Lumber Dealers Education Foundation Inc.

Resource of the Month



WorkSafeWorkSmart.com, LLC

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Questions? Call (888) 544-6822

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