



The Level Set

Weekly News from BLD CONNECTION

December 6, 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 11-12 – Blueprint Reading & Material Take-Off, Coralville, IA
- December 13-14 – Next Gen Networking Group - WI/Upper MI Chapter, Milwaukee WI
- 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 - **Sold out!**

[VIEW THE FULL PROFESSIONAL DEVELOPMENT CALENDAR](#)



December 19 FREE Webinar for Members

There is no charge for members to attend the Market Watch Webinars,

2024 Forecasts

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

but you must pre-register to receive a join link.

able to ask panelists questions using the Q&A feature on the platform.

The Market Watch Webinar is sponsored by:

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



[REGISTER HERE](#)

[BLD] LUMBERTECH

PROFESSIONAL DEVELOPMENT

Click on dates for links to registration and full details.

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

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

January 9-11
Madison, WI
Sponsored by GAF

- 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
Sold out!

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

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

practices and providing powerful proven tools to insure stellar performance within each separate yet interrelated area of yard and delivery operations.

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



Support the Wisconsin Connection Conference, Become a Sponsor!

March 21, 2024

Ho Chunk Hotel - Baraboo, WI

Each level of sponsorship includes complimentary admission to the 2024 Leadership Conference. We welcome you and/or a team member to attend the conference to participate in a seminar and network with your customers (current & potential) during lunch, over the breaks and at the cocktail reception! Sponsors are also encouraged to bring a pop-up banner and literature display for the event lobby and in the reception hall.

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](#)

BizCon Solutions Room Seminar



BizCon North - Minneapolis, MN
February 6-7, 2024

BizCon South - Altoona, IA
February 21-22, 2024

Step into the Solutions Room and ask your burning questions on business operations. Industry leaders with creative solutions to many of today's business challenges will be answering questions and sharing their ideas with dealers as they circulate around the room. Along



Emily Overson - LBM Business Consultant

with the topic experts, the Solutions Room also offers the opportunity to connect with fellow dealers and exchange ideas. Must have All Access Pass in order to attend this event.

REGISTRATION FOR DEALERS & EXHIBITORS HERE

Sunny Bowman and Sadie Williams of Dakota County Lumber will answer your marketing questions at our Solutions Room seminar at BizCon North.



**Jeff Tweten -
WorkSafeWorkSmart.com**



**Dena Cordova-Jack -
Misura Group**

Resource of the Month



Hire Power by Rikka Brandon

Hire Power includes 8 modules, each module is packed with engaging videos, practical worksheets, ready-to-use scripts, customizable templates, and real-world examples. Learn more [HERE](#).

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 by Rikka Brandon for busy owners and leaders who understand that they need to be able to attract and keep great people for their business to thrive.

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

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.



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