



The Level Set

Weekly News from BLD CONNECTION

November 22, 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.



Dues Renewal Time!

Easily pay online [HERE](#)

Questions? Call (888) 544-6822

The BLD Connection office will be closed this week on Thursday, November 23 & Friday, November 24 for Thanksgiving.

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



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.

Market Watch Webinars are designed to provide insight on some of the questions members have about market activities impacting the industry and small business. Moderator Brett Thorne, of Building the Future Podcast and Thorne Lumber Company, will pose questions to our panel of retail dealers providing their thoughts on the construction markets and business trends going into 2024. Attendees will be able to ask panelists questions using the Q&A feature on the platform.

The Market Watch
Webinar is sponsored by:

REGISTER
HERE



Click on dates for links to registration and full details.

New! Sales Development
Workshop

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

December 5-6
Kansas City, KS
Sponsored by Simpson
Strong-Tie
***Registration Deadline**
is Nov. 27

December 13-14
Brooklyn Park, MN
Sponsored by BlueLinx

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
***Registration Deadline is December 4th**

Estimating 1-2-3

January 9-11
Madison, WI
Sponsored by GAF

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

Based on their skill level, attendees choose between Day 1 & 2, Day 2 & 3 or ALL three days. Attendees will learn basic blueprint reading by identifying lines, symbols and details while developing 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. 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

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](#)

Maximize Your Exposure! Sponsorship and Product Installation Presentations



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

The BizCons offer both general and premium sponsorship opportunities for exhibitors to show your support for the LBM industry and stand out from the competition!

[Click here to access the 2024 BizCon North & South Sponsorship Form](#)

During the 2024 BLD BizCons, exhibiting companies will have the opportunity to present a 20–30-minute educational product installation presentation in a designated area during trade show hours - **FREE OF CHARGE!**

[Click here to access the Product Installation Presentation Application Form](#)

[REGISTRATION FOR DEALERS & EXHIBITORS HERE](#)



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 or contact **WorkSafeWorkSmart.com, LLC** at (469) 708-9797 or info@WorkSafeWorkSmart.com.



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