

BMSA 2017 Show Agenda



BUILDSTRONG
ONE CUSTOMER AT A TIME
ANNUAL BUILDING PRODUCTS SHOW
February 1 & 2, 2017
Hickory, NC

Monday, January 30

8:00 AM – 5:00 PM **Introduction to Building Material Sales**
Casey Voorhees, WBMA President

Tuesday, January 31

8:00 AM – 4:30 PM **Basic Blueprint Reading & Material Take-Off Course**
Casey Voorhees, WBMA President

9:00 AM – Noon Executive Committee Meeting

1:00 PM – 5:00 PM Board Meeting

5:00 PM – 6:00 PM **Thank You!** Board, Exhibitors & Past Chairmen Reception

5:30 PM – 11:00 PM **Shuttle Bus Making Continuous Rounds to Special Area Restaurants**
Sponsored by Federated Insurance

Wednesday, February 1

8:00 AM – 4:30 PM **Basic Blueprint Reading Course continues...**
Coffee Breaks Sponsored by Smith Millwork

8:30 AM – 9:35 AM **Managing & Motivating A Multi-Generational Workplace: Understanding What Makes the Generations Tick & What Ticks Them Off**
Anna Liotta, Author, Business Consultant & Founder of The Generational Institute
Sponsored by Pennsylvania Lumbermens Mutual Insurance

9:40 AM – 10:45 AM **Generational Savvy Selling – Selling Across Generations**
Anna Liotta, Author, Business Consultant & Founder of The Generational Institute
Sponsored by Pennsylvania Lumbermens Mutual Insurance

10:55 AM – Noon **Making More Money Treating Each Customer Uniquely**
Craig Webb, Editor-In-Chief of Remodeling & ProSales with Leonard Safrit, Safrit's Building Supply and Mike Reeves, Espy Lumber Company
Sponsored by DMSI Software

11:30 AM – 1:00 PM **Lunch Sponsored by ECMD**

12:00 PM – 5:00 PM **SHOW FLOOR IS OPEN!** **Coffee & Water Sponsored by Weyerhaeuser**
Reception on Show Floor Headline Sponsor: Spruce Computer/ECi Solutions
Contributing Sponsor: Rader Solutions
Join us as Vendors & Dealers Share Food, Drink and Great Conversations!
Special Dealer Grand Prize Drawing at 5!! Must be present to win!

4:30 PM – 6:00 PM **SHOW FLOOR OPEN!** **Coffee & Water Sponsored by Weyerhaeuser**
Headline Sponsor: Spruce Computer/ECi Solutions
Contributing Sponsor: Rader Solutions
Join us as Vendors & Dealers Share Food, Drink and Great Conversations!
Special Dealer Grand Prize Drawing at 5!! Must be present to win!

5:30 PM – 11:00 PM **Shuttle Bus Making Continuous Rounds to Special Area Restaurants**
Sponsored by Federated Insurance

Thursday, February 2

7:30 AM – 9:00 AM **Membership Breakfast** with *Michael Neal, Senior Economist for NAHB*
followed by **BMSA Membership Meeting**
Sponsored by Federated Insurance

8:00 AM – 4:30 PM **Advanced Estimating & Material Take-Off**
Casey Voorhees, WBMA President

9:00 AM – Noon **SHOW FLOOR OPEN!** **Coffee & Water Sponsored by Crumpler Plastic Pipe**
Special Dealer Grand Prize Drawing at 12 Noon!! Must be present to win!

