

BMSA 2017 Show Agenda



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...

8:30 AM – 11:30 AM **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

4:30 PM – 6:00 PM 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!

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!

