



Introduction to Building Material Sales

Monday February 8, 2021 8AM-5PM

BMSA will be hosting the **Introduction to Building Material Sales Course** at the Hickory Metro Convention Center. This class provides your entry-level personnel and employees who have limited industry knowledge with a basic understanding of building material operations, product usage in residential construction and customer service basics.

Topics Covered:

- 1. Building material terminology
- 2. Abbreviations, formulas, measures
- 3. Margins, board footage, price conversions
- 4. Product usage on the jobsite – boards, plywood, floor, walls, trusses, roofing, soffit/siding, moldings, interior finish stair parts, doors, windows, insulation, and builder's hardware
- 5. Customer relations & practical selling skills
- 6. How profits are made (and lost)

• Instructor: Casey Voorhees has over 40 years of experience in the building material industry. He has been teaching this class around the country for over 28 years.

Fees: **BMSA Members:** Special Rate for BMSA Members \$229 per attendee/\$199 for each additional employee
Non-Members: \$429 and must be paid in advance

Tuition includes seminar instruction, course manual and all handout materials.

Lodging: *Courtyard by Marriott Hickory: 1946 13th Ave Dr SE Hickory, NC 28602 (p) 828-267-2100 - Group Rate \$124*

Important, Register Now! Reservations will be accepted on a first come, first serve basis. Cancellations received less than 10 business days of the workshop will forfeit their registration fees.

Attendee _____ Email _____ Title _____

Attendee _____ Email _____ Title _____

Number of Attendees _____ Amount Due \$ _____

Company _____

Address _____

City, State, Zip _____ Email _____

Please Return To:

Building Material Suppliers Association
3029 Senna Drive, Matthews, NC 28105
(Ph) 800-849-1503 - (Fax) 980-339-3994
Email: kellyf@mybmsa.org

Payment Options:

Bill Us - (Members Only)
 Credit Card - CC# _____
Exp. _____ Sec.# _____ (Visa & MasterCard only)
Billing Address: _____
Name on Card: _____

BMSA's Health & Safety Guidelines 2020-21

During these unprecedented times, BMSA's goal is to host professional development programs for our members while keeping our attendees and instructors as safe as possible. We are working closely with our venues to take appropriate precautions and will do our best to follow the guidelines issued by the Centers for Disease Control (CDC), as well as those issued by state and local authorities and the hosting venue. We respectfully ask that all attendees help us to preserve a safe environment by adhering to the information provided in your class confirmation.

Items you will be expected to bring with you:

- Mask
- Writing Utensil
- Notebook

BMSA will contact all class attendees or supervisors one week before the education event they are attending. Along with information on where and when, BMSA will include items that are required to be brought by attendees and any further guidance we have been given by the hosting facility. Hotels and other locales you are visiting during this time period may have their own requirements. Please be sure to consult those venues and ensure you have supplies and information in order to fulfill their requests.

