SEMINAR DATE, TIME & LOCATION:

February 1, 2016 – 8:00 AM to 5:00 PM – Hickory, NC

Location of Seminar: ***Courtyard by Marriott, 1946 13th Ave. Drive SE, Hickory, NC***

**Date & Time:** February 1, 2016, 8:00 AM – 5:00 PM

Tuition - BMSA members: **$199** for first employee from Company

**$185** for each additional employee

**Nonmember Tuition: $399** each employee of nonmember company

*Tuition includes seminar instruction and all handout materials. Transportation, meals, lodging & incidental expenses are not included.*

**Lodging:** Courtyard by Marriott; 1946 13th Avenue Drive SE, Hickory, NC 28602; 828.267.2100; Room Rate: $129. Be sure to tell the hotel you are part of the Building Material Suppliers Association group for this special rate.



**Introduction to**

**Building Material Sales**

**In conjunction with**

***BMSA’s Building Products Show***

**February 1, 2016 – 8:00 AM – 5:00 PM**

***Hickory, NC***

**This is a new program by BMSA to provide your entry-level personnel with a basic understanding of building material operations, product usage in residential construction and customer service basics.**

Your instructor, Casey Voorhees, who is well-known for his Blueprint Reading & Estimating Program, has recently added this program to his repertoire. In the first couple of classes he received comments such as: “I wish I would have had this when I first started.” “Very good on materials & covered a basis to build on.” “Very informative, lots of helpful info.” “Good core class.” “Our four employees had a very positive learning experience. I hope to see these classes continued regularly.” Casey has over 35 years of experience in the building material industry including over 20 years teaching contractor sales and material take-off.

**Topics Covered:**

* Building material terminology
* Abbreviations, formulas, measures
* Margins, board footage, price conversions
* Customer relations & Practical selling skills
* How profits are made (and lost)
* Product usage on the jobsite – from boards to plywood, cement, floor, walls, trusses, roofing, soffit/siding, mouldings and interior finish, stair parts, doors, windows, insulation and builders hardware.

**Who should attend?**

Sales and yard personnel new to the industry, employees with limited training, as well as those more experienced employees desiring additional industry knowledge will all benefit from attending this workshop.

***Note:******Make plans on joining us Wednesday afternoon and Thursday morning (Feb. 3 & 4) for BMSA’s Building Products Show directly across from the hotel at the Hickory Metro Convention Center where you’ll see all the latest in products and services for the building industry!***

***Note: Be sure to bring a portable calculator, pencils and paper***



Please Register

the Following People:

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Company Information (please print)

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Company Name

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Address

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City/State/Zip

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Telephone

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E-mail

To register please complete & fax to: **704.331.9663** or email to: janeg@mybmsa.org

***Questions? Phone: 800.966.4202***

Payment Options:

Check Enclosed MasterCard

VISA AMEX

Bill Us (Members Only)

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Security # \_\_\_\_\_\_\_Exp. Date: \_\_\_\_\_\_\_\_\_\_\_/\_\_\_\_\_

**Checks should be sent to BMSA at: PO Box 18667, Charlotte, NC 28218**

**Cancellation Policy:** *Any cancellation must be received 20 business days prior to the seminar. After noon on* ***January 4, 2016*** *charges are due regardless of attendance. Substitutions may be made at any time.*