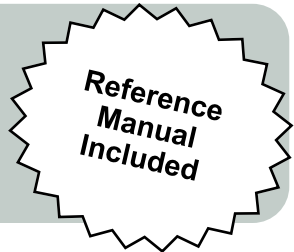




# Introduction to Building Material Sales

## February 28, 2023



Mountain States Lumber & Building Material Dealers Association will be conducting Introduction to Building Material Sales at the Delta Hotel by Marriott Thornton. Workshop hours are 8:00 a.m. to 5:00 p.m. Your instructor will be Casey Voorhees. Casey has an extensive background in building materials and has been conducting industry workshops for over 25 years. This session provides your entry-level personnel with a basic understanding of building material operations, product usage in residential construction and customer service basics.

Comments from attendees: "I wished 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"; "Our four employees had a very positive learning experience."



Topics covered include:

- *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, floors, walls, trusses, roofing, soffit/siding, doors and windows.*
- *All Attendees receive a Lumber and Building Materials Reference Manual*

**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.

**Fees:**        **MSLBMDA Members: \$225 per attendee - includes lunch**

**Non-Members: \$425** and must be paid in advance

**Hotel:** *You are responsible for your own hotel accommodations - Hotel Room Rate: \$99 Delta Hotel by Marriott Thornton - (303) 452-4100 - 10 East 120th Ave, Northglenn, CO (contact Stephanie Masters at [stephanie@mountainstateslumber.com](mailto:stephanie@mountainstateslumber.com) to get the room rate link)*

**Important, Register Now!** Reservations will be accepted on a first come, first served basis. Cancellations not received within 72 hours of the workshop will forfeit their registration fees.

Attendee \_\_\_\_\_

Attendee \_\_\_\_\_

Attendee \_\_\_\_\_

Attendee \_\_\_\_\_

Number of Attendees \_\_\_\_\_

Amount Due \$ \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_ Email \_\_\_\_\_

Submitted By \_\_\_\_\_ Phone \_\_\_\_\_

**Please Return To:** Mountain States Lumber Building Material Dealers Assn - Phone: (720) 636-0815  
Email: [stephanie@mountainstateslumber.com](mailto:stephanie@mountainstateslumber.com)