



Introduction to Building Material Sales November 4, 2025

Reference
Manual
Included

Mountain States Lumber & Building Material Dealers Association will be conducting Introduction to Building Material Sales at the DoubleTree by Hilton in Thornton, CO. 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 across the country for many 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: \$125 +tax
DoubleTree by Hilton Thornton - (303) 920-8000 - 83 East 120th Ave, Thornton, CO*

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