ITINERARY

Monday, February 3rd
8:00am-5:00pm (Room Conover 3, Convention Center)
Introduction to Building Material Sales
(see additional registration form)

Tuesday, February 4th
8:00 am-4:30pm (Room Conover 3, Convention Center)
Basic Blueprint Reading & Materials Take-Off Course
(see additional registration form)
9:00am-12:00pm (Board Room, Convention Center)
Executive Committee Meeting
1:30pm-5:00pm (Room Conover 1, Convention Center)
Board Meeting
5:00pm-6:00pm (Reception Show Floor)
Thank You! Board, Exhibitors & Past Chairmen
5:30-11:00pm (Shuttle Bus) Sponsored by Federated Insurance
Continuous loop to Select Area Restaurants

Wednesday, February 5th
8:00am-4:30pm (Room Conover 3, Convention Center)
Basic Blueprint Reading Course continues...
8:00am-9:15am (Room Conover 2, Convention Center)
Your Margins...Enhanced
What can you add to the bottom line in 2020? Ken Wilbanks, Kyle Kincaid, and Bill Lee will kick off our Learning Exchange with key practices that will directly impact your business! This session will be lead by Kyle and will feature video contributions from Ken and Bill!
9:30am-10:45am (Room Conover 1, Convention Center)
Cyber Security, Manage The Threats
What you need to know to protect your assets in 2020. FBI Special Agent Brian Cyprian from the Charlotte Cyber Task Force will share how criminals are targeting small businesses, Chris Rader will share best ways to secure your business, and a Federated Insurance Cyber manager will share details about these claims.
11:00am-12:00pm (Room Conover 2, Convention Center)
8 Habits Of Highly Successful Salespeople
Learn from a panel of top salespeople: Tina McEachin of Jennings Builders Supply, Mark Swatworth of Lasser Lumber, Josh McSail of Carolina Atlantic & Guy C Lee; what do they do differently to outperform the competition? Facilitator, Rick Schumacher of LBM Journal will share his insights along with this group of high-level performers!
11:30am-1:00pm Lunch (Show Floor) Sponsored by ECMD
12:00pm-5:00pm SHOW FLOOR OPEN!
4:30pm-6:00pm Reception on Show Floor
Join us as Vendors & Dealers share food, drink and great conversations!
$4,000 Grand Prize drawing at 5:00pm!! Must be present to win!
5:30-11:00pm (Shuttle Bus) Sponsored by Federated Insurance
Continuous loop to Select Area Restaurants

Thursday, February 6th
7:30 am-9:00 am (Room Conover 1 & 2, Convention Center)
Sponsored by Federated Insurance
Membership Meeting & Breakfast:
Hold The Recession: The Housing Rebound Of 2019
Robert Deito, Chief Economist for NAHB will share a snapshot of what our industry will face in 2020. Is there going to be a recession in 2020? Be prepared for it all.
Updates provided from BMSA and Federated Insurance
8:00 am-4:30pm (Room Conover 3, Convention Center)
Advanced Estimating & Materials Take-Off Course
(see additional registration form)
9:00am-12:00pm SHOW FLOOR OPEN!
$4,000 Grand Prize drawing at 12:00 noon!! Must be present to win!

SPEAKERS

Rick Schumacher is the editor-publisher and founder of The LBM Journal. Rick’s introduction to the LBM industry began in 1990 with the former Building Material Retailer magazine, and continued with the launch of LBM Journal in 2003. Since then, Rick and his team have built LBM Journal from a small, independent magazine into the leading national media company serving the LBM distribution channel. Rick is passionate about delivering insights and information to help LBM pros run their businesses better and smarter. A native of Aberdeen, S.D., Rick earned a B.A. in English and a B.S. in Marketing from the University of Minnesota-Moorhead. He and his family live in Lakeville, Minnesota where the still independently-owned company is based.

In addition to LBM Journal magazine, the LBMJournal.com website, daily enewsletter, webinars, and more, the company produces the annual LBM Strategies Conference.

Kyle Kincaid has been working for over 45 years with retail lumber companies throughout the Pacific Northwest and the U.S. As both a CFO and outside CPA, he has been a close advisor to more than 40 building material dealers in financial and operational improvement. He is passionate about the details of how to increase margins, inventory performance & financial results within the lumber yard, and about training employees to understand the need for shrinkage control & net profit.

Currently Kyle is part-time CFO of Carl’s Building Supply in Port Hadlock, Washington, the recipient of WBMI’s 2019 President’s Award for Dealer of the Year. He continues to provide contract CFO and other services to lumber companies throughout the Northwest & Alaska.

Chris Rader is the Founder and CEO of RADER, a leading Information Technology company focusing on IT Security and Managed Services, based in Lafayette, Louisiana. Founded in 1998, RADER provides IT services for the Construction Supply Industry [nationwide] and fast-growing energy, medical, and manufacturing companies based in Louisiana. In 2018 RADER was honored to receive the Small Business of the Year in the Acadiana Region awarded by Junior Achievement. Chris earned a Bachelor of Science in Computer Information Systems from Spring Hill College, an MBA from Owen Graduate School of Management, Vanderbilt University, and is currently pursuing a Master’s in Cyber Security from Tulane University.

Brian N. Cyprian has been a Special Agent since 2005 and supervisor for the Charlotte Cyber Task Force since March 2016. Cyprian develops strategy to defeat cyber adversaries and to protect U.S. critical infrastructure. He is responsible for informing critical stakeholders and citizens of vulnerabilities and schemes. Both criminal and national security computer intrusions are investigated and emphasis is placed on proactively developing relationships prior to cyber incidents.

Robert Deito, Ph.D., is Chief Economist for NAHB, where his responsibilities include housing market analysis, forecasting and industry surveys, and housing policy research. Prior to joining NAHB in 2006, Robert worked as an economist for the Congressional Joint Committee on Taxation. He has testified before Congress on housing, economic and tax issues. He is an expert in home construction analysis and trends and has been cited and appeared on CNN, the Wall Street Journal, and other news media. Robert is a native of Dayton, Ohio and earned a Ph.D. in Economics from the Ohio State University in 2003.