

MONDAY
JAN. 31
DAY 1

8:00 am – 5:00 pm (Room: Conover 3)
Introduction to Building Material Sales
Registration required

TUESDAY
FEB. 1
DAY 2

8:00 am – 4:30 pm (Room: Conover 3)
Basic Blueprint Reading & Materials Take-Off
Registration required

9:00 am - 12:00 pm (Room: Board Room)
Executive Committee Meeting

1:30 pm – 5:00 pm (Room: Conover 1)
Board Meeting

5:00 pm – 6:00 pm (Reception Show Floor)
Board, Exhibitors & Past Chairmen Reception

WEDNESDAY
FEB. 2
DAY 3

8:00 am – 4:30 pm (Room: Conover 3)
Basic Blueprint Reading Course continues...

8:00 am – 5:00 pm (Room: Conover 1)
Yard & Delivery Manager Workshop
Registration required

8:00 am – 9:10 am (Room: Hickory 4)
“Defining Moments of Leadership, a Panel Discussion” Van Isley of Professional Builders Supply, Paige Barwick of Richard’s Supply & Tom Kirk of Mentor Lumber & Supply Co.; have valuable experiences to share. Learn applicable lessons that can help you face challenges in your own company. Facilitated by Bill Tucker of E-Cubed Consulting.

9:20 am – 10:50 am (Room: Hickory 4)
“Leadership Lessons: Straight Talk from a Green Beret” Mark Johnson, twenty-one year Colonel in the Green Berets, will strengthen your ability to motivate & communicate with your staff. Start improving your leadership skills right away!

11:00 am – 12:00 pm (Room: Hickory 4)
“Recruiting Tips, You Can’t-Miss” Battling labor shortages is nothing new in our industry, but we have some answers that can help! The leadership of Schaffer Associates: Jim Schaffer & Jacqueline Schaffer Shaw, J.D. will provide vital information for you to navigate 2022’s employment market.

12:00 pm – 5:00 pm **SHOW FLOOR IS OPEN!**

4:30 PM – 6 PM **Reception on Show Floor**

THURSDAY
FEB. 3
DAY 4

7:30 am – 9:00 am (Room: Hickory 4)
A Champions’ Breakfast “LEADERS FOR AMERICA!” & Membership Meeting A patriotic & moving tribute, where Mark Johnson will leave us as re-energized, focused businesspeople and leaders. Updates provided from BMSA & Federated Insurance.

7:30 am – 12:00 pm (Room: Conover 1)
Yard & Delivery Manager Workshop continues...

8:00 am – 4:30 pm (Room: Conover 3)
Advanced Estimating & Materials Take-off
Registration required

9:00 am - 12:00 pm **SHOW FLOOR IS OPEN!**

LEARN
GROW
CONNECT

BMSA

Annual Learning Exchange & LBM Expo



Mark Johnson

Mark Johnson is a twenty-one year Colonel in the Green Berets. He commanded specially-trained and educated teams that our nation selected for the most dangerous missions. Mark conducted operations, many of a classified nature, in over fifty-five nations on four continents. The invaluable lessons he learned in Leadership, Motivation, and Team Building were shaped in times of extreme danger on the world's battlefields. He learned to inspire those in his care to fearlessly excel despite enormous odds, and he now translates those valuable lessons to today's business world.



Jacqueline Schaffer Shaw

Jacqueline Schaffer Shaw, J.D., is Vice President Client Development and General Counsel for Schaffer Associates. In this role, she oversees client relationships, marketing and provides legal counsel to the company.



Van Isley

Van Isley is the CEO of Professional Builders Supply. Today he leads the strategic planning efforts and maps the vision and future growth of the company while continuing to represent the voice of the employee and customer.



Jim Schaffer

Jim Schaffer is the Chairman and CEO of Schaffer Associates, a national management consulting firm based in Charlotte, N.C., specializing in executive search and organizational strategies for the hardware, home improvement, and building materials industries.



Tom Kirk

Tom Kirk is the President of Mentor Lumber & Supply Co. With over 35 years of on-the-job industry experience, Tom's vision is to continue to make Mentor Lumber & Supply Co. the best privately owned lumberyard in Northeast Ohio by offering top-notch products and professional, well-educated staff.



Paige Barwick

Paige Barwick is an Area Manager in eastern North Carolina for Richards Building Supply. Paige has led up to eleven locations in North and South Carolina. Her facility experienced a fire resulting in a complete loss of their primary building and offices, including over 60 percent of the branch inventory. Paige led her team & reopened the next business day; they continued serving customers as their facility was rebuilt.



Bill Tucker

Bill Tucker is the founder of Lumber and Building Materials Executive Recruiting (LBMER), a subsidiary of E-Cubed Consulting. He has been working in the LBM industry since 1985.