

Introduction to Building Material Sales

Monday Feb. 13 | 8AM-5PM | Hickory, NC



This class provides your entry-level personnel, sales support staff, and employees who have limited industry knowledge with a basic understanding of building material operations, product usage in residential construction, and customer service basics.

Topics Covered:

1. Building material terminology
2. Abbreviations, formulas, measurements
3. Margins, board footage, price conversions
4. Product usage on the job site – boards, plywood, floor, walls, trusses, roofing, soffit/siding, moldings, interior finish stair parts, doors, windows, insulation, and builder’s hardware
5. Customer relations & practical selling skills
6. How profits are made (and lost)

Instructor: Casey Voorhees has over 40 years of experience in the building material industry. He has been teaching this class around the country for over 28 years.

****Limited Class Sizes- Register Early****

Fees: **BMSA Members: Special Rate for BMSA Members \$325 per attendee**

Non-Members: \$525 and must be paid in advance

Tuition includes program & handout materials. Transportation, meals, & lodging expenses are additional.

Hotel: Hampton Inn Hickory 1956 13th Ave. DR SE Hickory, NC – BMSA group rate of **\$144** & includes breakfast. Call: 828.624.2000 and mention Group Code: BMS. This hotel shares a parking lot with the class location: The Hickory Metro Convention Center.

Important, Register Now! Reservations will be accepted on a first come, first serve basis. Cancellations received less than 10 business days of the workshop will forfeit their registration fees.

Attendee Name	Attendee Title	Attendee Email

Number of Attendees: _____
 Company: _____
 Address: _____
 Company Contact: _____

Amount Due \$: _____
 Phone: _____
 City, State, Zip: + _____
 Email: _____

Please Return To:

Building Material Suppliers Association
 3029 Senna Drive, Matthews, NC 28105
 (Ph) 800-849-1503
 Email: kellyf@mybmsa.org

Payment Options: <input type="checkbox"/> Bill Us - (Members Only) <input type="checkbox"/> Credit Card - CC# Exp. _____ Sec.# _____ (Visa & MasterCard only)
Billing Address: _____
Name on Card: _____