

BMSA's Virtual Learning Exchange February 3 & 4, 2021 Schedule of Events



Wednesday, February 3 - Learning Exchange Begins!

9:00 AM - 10:30AM Break-Out Classes (Choose 1)

- 1. Be the Goal-Oriented Leader Your Team Needs** *A wise manager knows to never stop learning and improving! Leadership is the practiced art of influencing people and inspiring purpose & direction. Discover the keys to inspiring your team, demonstrating integrity, creating an optimistic culture, and setting attainable goals regardless of obstacles.*
Speaker: Bill Tucker, E- Cubed Consulting, LLC
- 2. Money Matters: The Right Plan for a Brighter Future** *What financial metrics do small businesses need to know now to protect their bottom line in 2021? Making strategic decisions about your cash flow based on your financial data will improve operations & help you navigate tough decisions in 2021.*
Speaker: Terri Tucker, E- Cubed Consulting, LLC
- 3. Building a Lean Culture of Continuous Improvement** *What is LEAN and how can it improve your organization? Learn about LEAN process and how you identify waste and empower your employees to do the same. Learn the key tools and elements for building a LEAN culture of continuous improvement.*
Speaker: Jeff Tweten, CEO WorkSafeWorkSmart, LLC

10:40 AM-12:15 PM Feature Panel Discussion: Write Your Next Chapter - Hear from industry leaders who use creative ways to recruit the next generation! Dealers across the country continue to struggle to find good talent to join their teams. On this panel, we will hear from industry professionals who are leading the next generation into building material careers. Their ideas are realistic and practical regardless of your location --whether you are in a rural or urban market. **Panelists:** Sunny Bowman, President of Dakota County Lumber Co.; David Perry, President & CEO of Goldsboro Builders Supply; Jon Vaughan, President of Brand Vaughan Lumber Co. **Moderated by** Chris Rader, CEO of Rader Solutions

2:00-3:00 PM

LBM Users Groups: Dealers using the same software companies will meet to discuss best practices, resources & new technology. A technician from each software company will be present to answer questions.

Thursday, February 4 - Learning Exchange Continues!

1:00 PM -2:30 PM

Keynote Presentation: Fundamentals Impacting Housing and Home Improvement - Brad Farnsworth, Managing Partner of the Farnsworth Group will highlight several factors that have an impact on new housing starts, as well as remodeling activity in the U.S. market. These dynamics will help you understand current activity in the market as well as anticipated activity over the next year or two.

2:40-4PM Break-Out Classes (Choose 1)

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