



# Introduction to Building Material Sales

March 15, 2021

Social distance guidelines will be observed

Western Building Material Association will be conducting its Introduction to Building Material Sales at the Hilton Garden Inn - Missoula, Montana. Workshop hours are 8:00 a.m. to 5:00 p.m. Your instructor will be Casey Voorhees, WBMA's Executive Director. 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"; "Good core class"; "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, floor, walls, trusses, roofing, soffit/siding, mouldings and interior finish, stair parts, doors, windows, insulation and builders hardware.

**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:** **WBMA Members: Special Rate for WBMA Members Only \$145 per attendee**  
Regular registration fee is \$195, members receive \$50 discount courtesy of WBMA Training Fund  
**Non-Members: \$345** and must be paid in advance

Hotel: Hilton Garden Inn – (406) 532-5346 / 3720 North Reserve St - Missoula, MT (Room Rate: \$89)

**Please note** that we are taking all necessary precautions as it relates to social distancing and gatherings. We will be spacing students 6' apart during the classes and masks required in hotel general areas.

**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:** Western Building Material Association - 909 Lakeridge Drive SW - Olympia, WA 98502  
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