

Topics as of January, 2017

TECHNICAL SKILLS (CONSTRUCTION, MATERIALS, AND ESTIMATING)

Decks 1: Materials
Decks 2: Estimating Materials
Decks 3: Construction
Deck Estimating Worksheet
Decoding Building Codes
Entry Doors: Components & Materials
Estimating Math Essentials
Framing 1: Foundations & Floors
Framing 2: Walls
Framing 3: Roofs
Framing 4: Takeoff Tips & Formulas
Gross Margin & Markup
How a House Works: Exterior Shell
Insulation 1: Principles & Materials
Insulation 2: Estimating & Installation
Insulation Estimating Worksheet
Interior Trim Walkthrough
Interior Trim Walkthrough Worksheet
Lumber 101
Moisture Control 1: Fundamentals
Prehung Doors Estimator's Worksheet
Prehung Doors: Estimating & Installation
Structural Design Principles
Takeoff Worksheet: Exterior Windows and Doors
Takeoff Worksheet: Interior Doors
Understanding Loads and Using Span Tables
Using Metal Connectors
Vinyl Siding Systems
Vinyl Siding: Estimating & Installation
Walkout Bay Window Flanker Sizing Spreadsheet
Window Estimator's Checklist
Windows: Components and Principles
Windows: Walkout Bay Calculator Instructions
Wood and Fiber Cement Siding: Estimating & Installation
Wood and Fiber Cement Siding: Materials & Performance
Wood and Fiber Cement Siding Estimating Worksheet
Working With Board Footage

Third-party linked materials

2006 International Residential Code
2009 International Residential Code
2012 International Residential Code
A Field Guide to American Houses
Advanced Framing Overview
Architectural Graphic Standards for Residential Construction
Builder's Guide to Cold Climates
Builder's Guide to Hot/Humid Climates
Builder's Guide to Mixed and Humid Climates
Building Code Basics, Residential: Based on the 2012 International Residential Code
Building Construction Illustrated
Construction Spanish Translator
Design of Wood Connections 1: Connection Design Theory
Design of Wood Connections 2: Fastener Types
Design of Wood Connections 3: Connection Techniques
Design of Wood Connections 4: Connection Design Examples
Do You Lay Decking Bark-Side Up or Bark-Side Down?
Engineered Wood Basics 1: Understanding Engineered Wood Products
Engineered Wood Basics 2: Selling Engineered Wood
Engineered Wood Basics 3: Structural Wood Panel Grades and Applications

Engineered Wood Basics 4: Glulam Basics
Engineered Wood Basics 5: APA Performance Rated I-Joist Basics
Estimating with Microsoft Excel
Graphic Guide to Wood Frame Construction
Gypsum Construction Handbook
Lumber and Building Material Reference Manual
Terms of the Trade
Wood Handbook: Wood as an Engineering Material

YARD AND WAREHOUSE

Bad Weather Ideas for the Yard
Benefits of an On-Site Refueling Program
Cross-Training in the Yard
Delivery Driver Responsibilities
Delivery Driver Accident Report Form
Have Fun and Build Morale
Improving Delivery Driver Turnaround Time
Load-Builder's Framing Package Cheat Sheet
Load-Building: Deck Packages
Load-Building: Framing Packages
Load-Building: Organizing Framing Packages
Prevent Theft: Secure Your Keys
Proper Storage and Handling of I-Joists and LVL
Reducing Back Orders
Reducing Friction Between Sales and Operations
Staging Carts and Warehouse Efficiency
Working Safely in Hot Weather

SALES, CUSTOMER SERVICE

10 Ways to Earn Customer Loyalty
7 Ways to Close Sales
ABC Account Analysis Spreadsheet
Action Plan for Higher Gross Margins
Analyzing Builders' Needs Before Quoting
Basic Construction Management
Be Stingy With Discounts
Becoming a Primary Supplier
Build Loyalty With a Customer Advisory Board
Common Sense Customer Service Techniques
Common Sense Selling 1: The Dollar Value of Your Value
Common Sense Selling 2: Researching Prospects
Common Sense Selling 3: How Builders Make Money
Conquering Cold Calls
Construction Management Overview
Cultivating Referrals
Defining Added Value
Developing a Sound Marketing Plan
Evaluating Your Operation Through Your Customers' Eyes
Gross Margin and Markup
Gross Margin and Markup Calculator Spreadsheet
Growing Your Customer's Business
Marketing to Retain Pro Customers
Multiply Your Sales Efficiency
Negotiating a Win-Win Solution
Negotiating Skills and Gross Margins
Pricing Special Orders
Reducing Windshield Time
Selling Special Orders
Special Order Breakeven Calculator Spreadsheet
Take Charge on the Sales Counter
Time Management for Outside Salespeople
Truth Chart Worksheet (PDF)
Turning Jobsite Waste into a Sales Opportunity

Third-party linked materials

Consultative Selling
Ten Steps to Increase Jobsite Productivity

MORE INFORMATION:

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PURCHASING, INVENTORY CONTROL

Commodity Buying: Lumber Characteristics
Commodity Buying: Lumber Packaging
Commodity Buying: Payment Terms
Commodity Buying: Rail Transportation Basics
How Turns Can Undermine Inventory Control
The Cost of Dead Inventory
Tips for Better Inventory Control

Third-party linked materials

Buying and Selling Softwood Lumber & Panels

SUPERVISORY SKILLS

12 Ways to Make Sales Meetings More Effective
A Field Guide to Sales Management
Accident Report Form
Are You a Boss or a Leader?
Attendance Deficit Disorder
Bill Lee's 20 Best Hiring Tips
Cash Flow Analysis Made Simple
Characteristics of Successful Managers
Common Traits of Effective Managers
Communicating Effectively
Considerations in Managing Outside Salespeople
Cultivating Employee Commitment
Designing Incentive Compensation
Developing Salespeople From Within the Company
Hire People Who Are Better Than You
Human Resources Forms
Incentives and Productivity
Legal Interview Questions Reference Guide
Linking Morale and Productivity
Management By Walking Around
Managing Proactively
Managing the Sales-Credit Partnership
Open-Ended Interview Questions
Performance Reviews and Raises
Teaching Your Yard Crew About Profit
Tips to Boost Employee Morale
Using Category Quotas to Improve Gross Margins
Who's Training Your People?
Year-End Team Reviews

COMPUTER SKILLS

Third-party linked materials

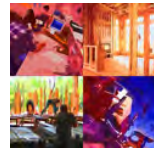
Add Numbers in Excel 2013
Basic Math in Excel 2013
Calendar Basics (Outlook 2013)
Create Your First Excel 2013 Workbook
Create Your First PowerPoint 2013 Presentation
Create Your First Word 2013 Document
Excel 2007 Training Courses
Get Out of Your Inbox With Outlook 2007
Get to Know Excel 2007: Create Your First Workbook
Get to Know Excel 2007: Enter Formulas
Outlook 2007 Training Courses
Up to Speed With Outlook 2007
Up to Speed with the Office 2007 System
Use Presenter View (PowerPoint 2013)
Word 2007 Training Courses
Word 2007: Create Your First Document

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Learning Management System

BMSALMS.com



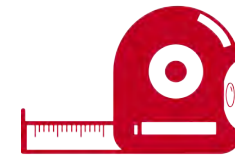
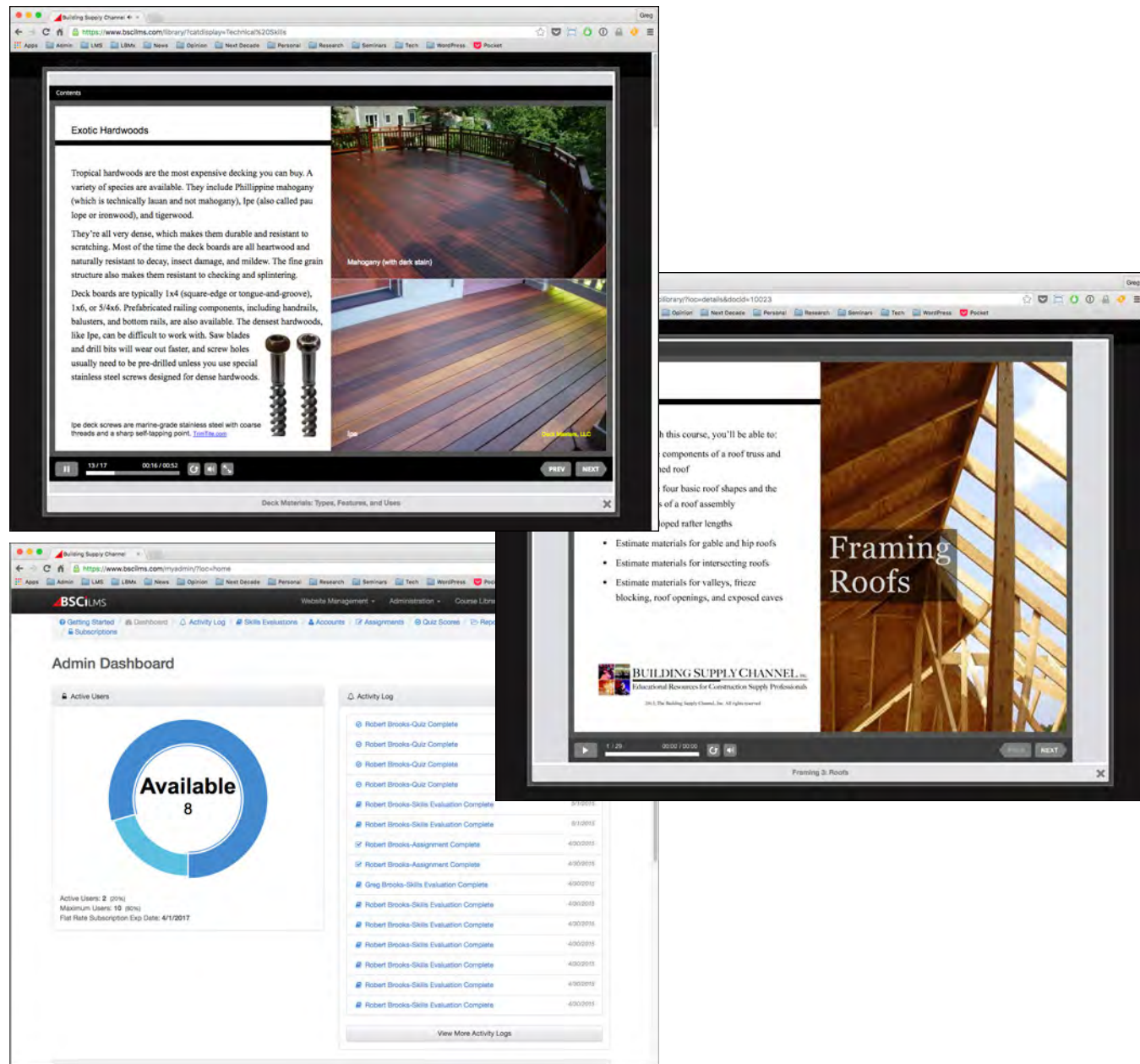
“After 16 years in the business, I thought the courses would be just a refresher. I learned something new from every one I took.”

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Our courses are written by building supply industry veterans with decades of field experience, and designed around two principles: 1) Deliver real-world information and 2) don't waste people's time.

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Nothing revolutionary. Just what we wish we'd had when we were on the sales counter.



OVER 150 TOPICS

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Learn on the job or at home on your computer, tablet, or mobile device.



TEST EMPLOYEES' SKILLS

Identify employees' strengths and weaknesses with our **FREE** skills evaluation tests.



MANAGE TRAINING IN MINUTES

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Try the LMS **FREE** with access to all our administrative tools. When you're ready, get full access to our entire library with a monthly or annual subscription plan.

“Even my old-timers are saying things like, ‘This isn't so bad, after all' and ‘I really learned something.' That's music to my trainer's ears.”

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Or contact Lynn Schwarz

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