

The Illinois Lumber & Material Dealers Association Presents:



Blueprint Reading & Material Take-Off Construction Methods Contractor Selling Skills



On March 4, 5 and 6, 2008, ILMDA will be conducting an **Introduction to Building Material Sales, Introduction to Estimating & Construction Methods and Residential Material Take-Off** at the IEA Professional Development Center in Springfield, Illinois. Workshop hours are 8:30 a.m. to 5:00 p.m.

The instructor will be **Casey Voorhees**, Western Building Material Association's Executive Director. Casey has over 25 years of experience in the building material industry including 10 years experience in contractor sales and material take-off. Each workshop will consist of a full day of instruction and discussion of residential construction methods, blueprint reading, material take-off, package selling and bid presentation. Attendee will receive hands-on experience figuring an actual set of working drawings.

Cost of each workshop is \$200 (\$375 for two days; \$525 for all three days) for members; \$375 (\$650 for two days; \$850 for all three days) for non-members in advance. In addition to the course, each participant will receive a course manual, set of blueprints, architectural scale and a joist/truss layout scale.

Day 1

Introduction to Building Material Sales

Who should attend?

Sales and yard personnel new to the building supply industry or needing a refresher course will benefit from this workshop.

Included:

- ♦ Building material terminology
- ♦ Abbreviations, formulas, measures, r-values
- ♦ 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, cement, floor, walls, trusses, roofing, soffit/siding, mouldings and interior finish, stair parts, doors, windows, insulation, ventilation and builders hardware.

Day 2

Introduction to Estimating & Construction Methods

Who should attend?

New employees, counter sales and beginning contractor sales staff.

Attendees will learn basic blueprint reading by identifying lines, symbols and details while developing an understanding of elevations, floor plans, framing and sectional views. Students will be introduced to various estimating formulas while working on a basic single level home with a trussed roof. Deck framing will also be covered.

Materials covered both days:

- ♦ Blueprint Reading
- ♦ Scale Usage
- ♦ Estimating Formulas
- ♦ Material applications on the job site
- ♦ Floor Layout
- ♦ Deck Construction

Day 3

Residential Material Take-Off

Who should attend?

Members who have completed Introduction to Estimating or those familiar with blueprints, using an architectural scale and basic building material applications.

Attendees will work on a contemporary two level home that will include irregular floor and roof layouts. Additional attention will be given to stick framed roof systems including valley over-framing, common, hip and jack rafters.

- ♦ Wall Framing
- ♦ Roof Systems
- ♦ Siding & Exterior Trim
- ♦ Insulation & Wallboard
- ♦ Windows
- ♦ Doors, Trim & Millwork

Seminar Registration

DAY 1
INTRODUCTION TO
BUILDING MATERIAL
SALES
 March 4, 2008

Day 2
INTRODUCTION TO
ESTIMATING &
CONSTRUCTION
METHODS
 March 5, 2008

Day 3
RESIDENTIAL
MATERIAL
TAKE-OFF
 March 6, 2008

Member rate: 1-day \$200, 2-days \$375, 3-day \$525; Non-member rate: 1-day \$375, 2-days \$650, 3-days \$850.

Attendees Names:	Day 1	Day 2	Day 3	Total
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$ _____
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$ _____
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$ _____
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$ _____
		Total:		\$ _____

Company Name _____

Company Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

Please send a copy of your registration sheet and your check in care of:
ILMDA, 932 S. Spring, Springfield, IL 62704
1-800-252-8641 or 217-544-5405 Fax 217-544-4206

Hotel Accommodations

To Be Announced

If you have any special needs or further questions, please call Marilee Casteel at ILMDA at 1-800-252-8641. Directions to the seminar and a list of local restaurants will be sent to you with your confirmation letter.