



BMSA's 2016 Building Products Show Seminar & Program Registration

February 1-4, 2016
Hickory, North Carolina

Grow, Position and Strategize your business to take full advantage of the opportunities that await in 2016. Start by registering today for the programs below!

PLEASE REGISTER # PARTICIPANTS BELOW

Monday *Introduction to Building Material Sales* _____
February 1 from 8:00 AM to 5:00 PM – At Courtyard by Marriott # Attending
Instructor: Casey Voorhees, President, WBMA
Cost: \$199 for 1st Member Employee & \$185 additional employees; \$399 non-members
Tuition includes: Seminar instruction and all handout materials

Tuesday & Wednesday *Basic Blueprint Reading & Material Take-off* _____
February 2-3 from 8:00 AM to 4:30 PM – At Courtyard by Marriott # Attending
Instructor Casey Voorhees, President, WBMA
Cost: \$455 for 1st Member Employee & \$425 additional employees; \$655 non-members
Tuition includes: Seminar instruction and all handout materials

Wednesday Programs: Special Deal! Register for all Wednesday Programs for just \$99!

Register us for all 3 of the programs below for just \$99 a Person _____
(Pre-registration Required for Reduced Rate) # Attending

To Register For Programs Individually Fill Out Below:

1. Strategy: Lowering Delivery Expenses _____
February 3 – From 8:30 AM to 9:30 AM # Attending
Panelists: Safrit's, The Lester Group, Lamberth Building Materials and TW Perry
Cost: \$40 per advanced registration; \$50 at the door

2. Position: Cyber & White Collar Crimes Affecting You & Your Business _____
February 3 – From 9:35 AM to 10:35 AM # Attending
Speaker: Stacia Hylton, Former Director of Marshals Service
Cost: \$40 per advanced registration; \$50 at the door

3. Growth: How to Calculate the Value of Service In Hard Dollars & Cents _____
February 3 – From 10:45 AM to Noon # Attending
Speaker: Greg Brooks, Building Supply Channel, Inc.
Cost: \$50 per person advanced registration; \$60 at the door

Thursday Programs:

"Looking Ahead at the Housing Industry" Breakfast! _____
*Full Breakfast Included - **PRE-REGISTRATION REQUIRED*** # Attending
BMSA Membership Meeting followed by
Dr. Robert Dietz, Vice President for Tax and Market Analysis for NAHB
February 4 – From 7:30 AM to 9:00 AM
NO CHARGE FOR MEMBERS - NONMEMBERS \$40

Advanced Estimating & Material Take-off: NEW SEMINAR AS REQUESTED! _____
February 4 from 8:00 AM to 4:30 PM - At Courtyard by Marriott # Attending
Instructor: Casey Voorhees, President, WBMA
Cost: \$289 for 1st Member Employee & \$260 additional employees; \$489 non-members
Tuition includes: Seminar instruction and all handout materials

Company Registering: _____ **Mailing Address:** _____

Payment Options: Check Enclosed Bill Us (members only) American Express VISA MasterCard

Card # _____ Exp. Date: _____/_____/_____ Security Code: _____ Cardholder's Name _____

CC Billing Address _____ Email Address for Receipt _____

Fax completed form to Jane at 704-331-9663; Email: janeq@mybmsa.org or mail to BMSA, PO Box 18667, Charlotte, NC 28218

