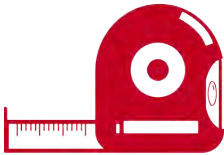




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Or contact Robert Brooks

502 376 0405

[Robert@BSCiLMS.com](mailto:Robert@BSCiLMS.com)

# 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

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

## PURCHASING, INVENTORY CONTROL

Commodity Buying: Lumber Characteristics  
Commodity Buying: Lumber Packaging

## MORE INFORMATION:

Robert Brooks

502 376 0405

[Robert@BSCILMS.com](mailto:Robert@BSCILMS.com)

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