



 **BSCi**LMS.com
Educational resources for construction supply professionals

“Compared with other training I’ve seen, BSCi is like graduate school versus grade school.”

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

OUR MATERIALS

Learning is a career-long process in construction supply, but it all starts with core skills—not just product knowledge, but also construction principles, estimating techniques, and math skills.


People eventually pick it up with or without formal training. But without help, getting up to speed can take a year or more. Plus, any lessons they learn the hard way will be learned at *your* expense.


Our LMS consists of 45 core skills courses for salespeople and yard workers—over 25 hours of self-study training—plus a library of tips, tricks, and best practices from recognized industry experts. We offer over 140 industry-specific courses plus a steady feed of new topics to keep both rookies and veterans engaged in learning.


Our materials are written by construction supply professionals with decades of field experience and designed with two core principles in mind: 1) teach real-world skills and 2) don’t waste people’s time.

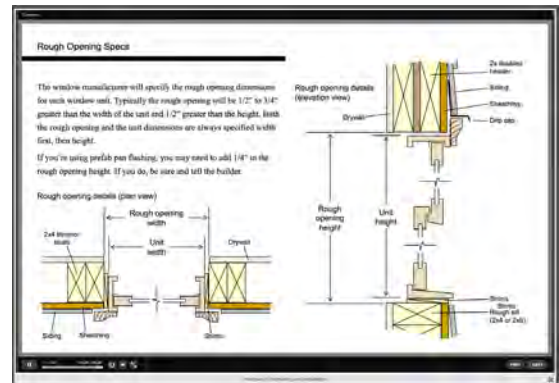
Nothing revolutionary. Just what we wish we’d had when we were on the sales counter.

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

 **45 CORE SKILLS COURSES.**
23 hours of in-depth training for salespeople, yard workers, front-line supervisors.

 **CONSTRUCTION PRINCIPLES, ESTIMATING, YARD SKILLS**

 **80+ SOFT SKILLS COURSES.**
Tips, tricks, and best practices from industry veterans.



WHO WE ARE



Greg Brooks is an instructional designer and a 54-year veteran of the construction supply industry. Brooks has designed training programs for clients throughout the channel, including Builders FirstSource, LMC, Huttig Building Products, the North American Hardware &

Plumbing Association, and Louisiana Pacific. Greg@LBMExec.com | 303.845.4880



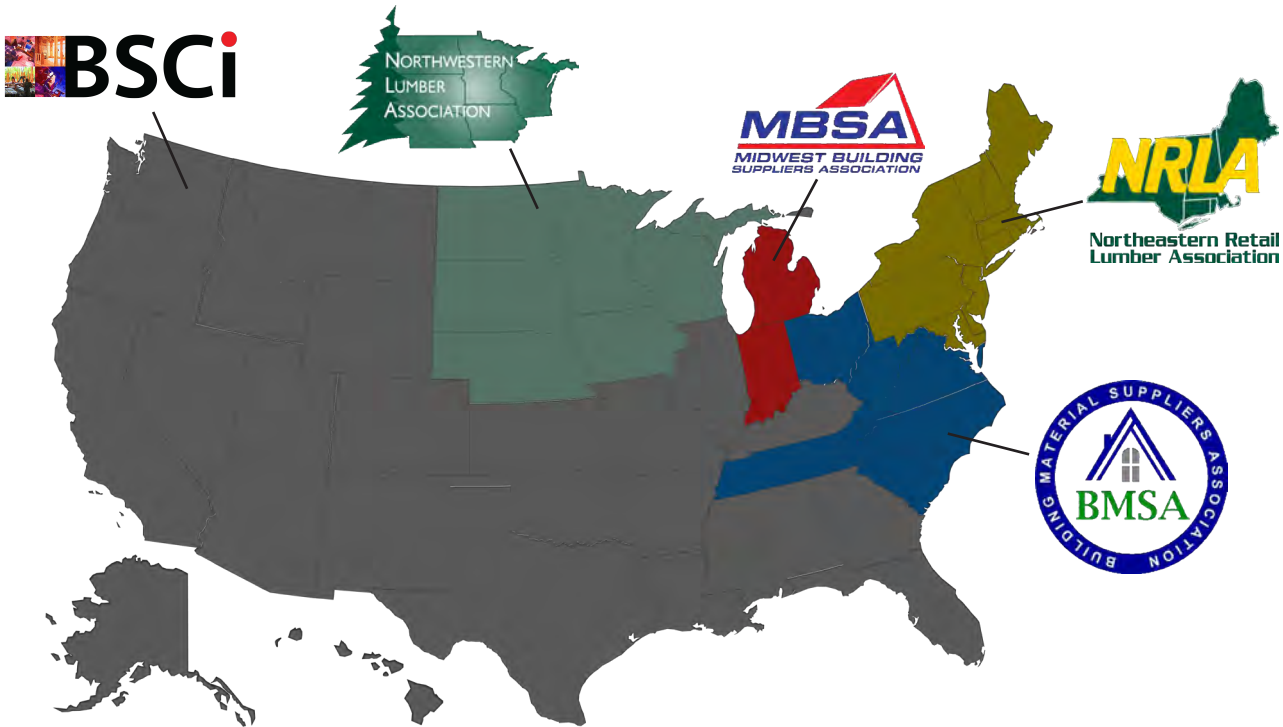
Robert Brooks is a software engineer with more than 20 years’ experience designing, developing, and managing learning management system (LMS) applications.

Robert@BSCiLMS.com | 502.376.0405

The Building Supply Channel, Inc. | 3028 Wolf Lake Boulevard, New Albany, IN 47150-9584 | BSCiLMS.com



OPTION 1: SUBSCRIBE BY THE MONTH









If you have fewer than 20 learners or simply need to help people fill gaps in their knowledge, buy seat licenses by the month through your association or at BSCiLMS.com.

Each seat provides unlimited access to our course library. Create assignments, track activity and test scores. At the end of any monthly billing period, you can cancel your seats or transfer them to other employees.

SEAT LICENSES START AT JUST \$69 per month

BSCiLMS.com
Educational resources for construction supply professionals

-  **Our complete course library.** Unlimited access to our 140+ industry-specific topics for each licensed employee.
-  **Needs assessments.** Use our FREE skills evaluation test to identify training needs, then buy only the number of seat licenses you need
-  **Ultimate flexibility.** Buy only the seat licenses you need, then cancel or transfer to another employee at the end of any monthly billing period.
-  **Mobile & tablet friendly.** Learn anytime, anywhere, on the job or off.
-  **Tailor training to each employee.** Assign courses as needed, track progress and completion.
-  **Manage training in minutes.** Monitor test scores and sign-ins, view or download reports 24/7.



OPTION 2: GET YOUR OWN PRIVATE LMS

If you need to develop internal training programs, a private LMS is more affordable than you think. We provide a turnkey solution—and we'll customize your system to your specifications.

Call Robert Brooks, 502.376.0405, to learn more.

OUR CLIENTS INCLUDE...



FEATURES

- ✓ **A custom LMS** website that complements your brand, with secure direct access from your primary website.
- ✓ **Turnkey management.** We handle it all: hosting, SSL, backups, maintenance, and technical support.
- ✓ **Our complete course library.** Includes our library of 140+ industry-specific topics.
- ✓ **Mobile & tablet friendly.** Learn anytime, anywhere, on the job or off.
- ✓ **Add your own courses.** Customize your curriculum with video, e-learning, or other training documents.
- ✓ **Needs assessments.** Our skills evaluation test identifies weaknesses, then suggests a curriculum to correct them.
- ✓ **Assignments.** Tailor training to individual employees, track progress and completion.
- ✓ **Manage training in minutes.** Monitor test scores and sign-ins, view or download reports 24/7.
- ✓ **Multilevel administration.** Manage training activity at the company or branch level.

ADD-ONS

- ✓ **Curriculum builder.** Mix and match courses to create a custom curriculum for any job.
- ✓ **On-site seminar tracking.** Track attendance at on-site events to maintain a record of all the training you do.
- ✓ **Home center training.** If you have a retail store and you're an NHPA member, we'll deliver NHPA courses through your LMS to consolidate your records.
- ✓ **Customize anything.** Got a wild idea? If it can be done, we'll build it for you.

Robert Brooks, 502.376.0405 | Robert@BSCiLMS.com



OPTION 3: ADD OUR COURSES TO YOUR LMS

If you already have your own LMS, you can access BSCi courses through your platform. Our core skills courses are compatible with SCORM-conformant LMS platforms.

We offer nearly 25 hours of in-depth content for construction supply professionals. Pricing is simple and affordable, with enrollment packages starting at \$29 per enrollment.



FRAMING & STRUCTURE

10 courses, 6.0 hours

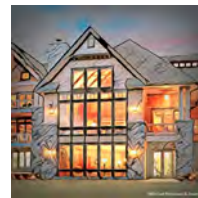
How a House Works: Exterior Shell
Structural Design Principles
Lumber 101
Framing 1: Foundations & Floors
Framing 2: Walls
Framing 3: Roofs
Framing 4: Takeoff Tips & Formulas
Decks 1: Material Types, Features, and Uses
Decks 2: Estimating
Decks 3: Construction



EXTERIOR SYSTEMS

7 courses, 3.5 hours

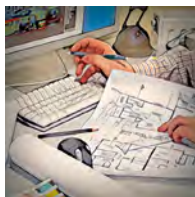
Insulation 1: Principles & Materials
Insulation 2: Estimating & Installation
Moisture Control Fundamentals
Vinyl Siding Systems
Vinyl Siding: Estimating & Installation
Wood & Fiber Cement Siding 1: Materials
Wood & Fiber Cement Siding 2: Estimating & Installation



MILLWORK

6 courses, 3.2 hours

Entry Doors: Components & Materials
Prehung Doors: Estimating & Installation
Interior Trim Walkthrough
Windows 1: Components and Frame Materials
Windows 2: Glazing and Energy Efficiency
Windows 3: Estimating and Installation



ESTIMATING & MATH

3 courses, 1.7 hours

Estimating Math Essentials
Gross Margin & Markup
Working With Board Footage



YARD & WAREHOUSE

4 courses, 1.7 hours

Delivery Driver Responsibilities
Load-Building: Deck Packages
Load-Building: Framing Packages
Load-Building: Organizing Framing Packages



SALES & CUSTOMER SERVICE

11 courses, 4.6 hours

Common Sense Customer Service Techniques
Common Sense Selling 1: Introduction
Common Sense Selling 2: Researching Prospects
Common Sense Selling 3: How Builders Make Money
Construction Management for LBM Salespeople
Conquering Cold Calls
Becoming a Primary Supplier
Growing Your Customer's Business
Pricing Special Orders
Selling Special Orders
Time Management For Outside Salespeople

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CORE SKILLS

Construction & Estimating

Decks 1: Material Types, Features, and Uses
Decks 2: Estimating
Decks 3: Construction
Entry Doors: Components & Materials
Estimating Math Essentials
Framing 1: Foundations & Floors
Framing 2: Walls
Framing 3: Roofs
Framing 4: Takeoff Tips & Formulas
How a House Works: Exterior Shell
Insulation 1: Principles & Materials
Insulation 2: Estimating & Installation
Interior Trim Walkthrough
Lumber 101
Moisture Control Fundamentals
Prehung Doors: Estimating & Installation
Structural Design Principles
Vinyl Siding Systems
Vinyl Siding: Estimating & Installation
Windows 1: Components and Frame Materials
Windows 2: Glazing and Energy Efficiency
Windows 3: Estimating and Installation
Wood & Fiber Cement Siding 1: Materials
Wood & Fiber Cement Siding 2: Estimating & Installation
Working With Board Footage

Sales & Customer Service

Becoming a Primary Supplier
Common Sense Customer Service Techniques
Common Sense Selling 1: Introduction
Common Sense Selling 2: Researching Prospects
Common Sense Selling 3: How Builders Make Money
Conquering Cold Calls
Construction Management for LBM Salespeople
Gross Margin & Markup
Growing Your Customer's Business
Pricing Special Orders
Selling Special Orders
Take Charge on the Sales Counter
Time Management For Outside Salespeople

Yard & Warehouse

Delivery Driver Responsibilities
Load-Building: Deck Packages
Load-Building: Framing Packages
Load-Building: Organizing Framing Packages

BEST PRACTICES

Construction & Estimating

Advanced Framing Overview
Builder's Guide to Continuous Insulation
Decoding Building Codes
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 1: Understanding Engineered Wood Products
Engineered Wood 2: Selling Engineered Wood
Engineered Wood 3: Structural Wood Panel Grades and Applications
Engineered Wood 4: Glulam Basics
Engineered Wood 5: APA Performance Rated I-Joist Basics
Kitchens 2: Layout Steps
Kitchens 3: Installing Cabinets
Takeoff Tips: Five Pitfalls to Avoid
Takeoff Tips: Six Rules to a Perfect Takeoff
Understanding Loads and Using Span Tables
Using Metal Connectors

Sales & Customer Service

10 Ways to Earn Customer Loyalty
7 Ways to Close Sales
Analyzing Builders' Needs Before Quoting
Be Stingy With Discounts
Communicating Effectively
Cultivating Referrals
Defining Added Value
Multiply Your Sales Efficiency
Negotiating Skills and Gross Margins
Reducing Back Orders
Reducing Windshield Time
Turning Jobsite Waste into a Sales Opportunity
Using Category Quotas to Improve Gross Margins

Yard & Warehouse

Attendance Deficit Disorder
Bad Weather Ideas for the Yard
Benefits of an On-Site Refueling Program
Cross-Training in the Yard
Have Fun and Build Morale
Improving Delivery Driver Turnaround Time
Prevent Theft: Secure Your Keys
Proper Storage and Handling of I-Joists and LVL
Staging Carts and Warehouse Efficiency
Teaching Your Yard Crew About Profit
Working Safely in Hot Weather

Purchasing & Inventory Management

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

Supervisory Skills

12 Ways to Make Sales Meetings More Effective
A Field Guide to Sales Management 1: First Steps
A Field Guide to Sales Management 2: Assessing Your Staff

A Field Guide to Sales Management 3: Preparing Your Game Plan
A Field Guide to Sales Management 4: Compensation Issues
Action Plan for Higher Gross Margins
Are You a Boss or a Leader?
Bill Lee's 20 Best Hiring Tips
Build Loyalty With a Customer Advisory Board
Cash Flow Analysis Made Simple
Characteristics of Successful Managers
Common Traits of Effective Managers
Cultivating Employee Commitment
Designing Incentive Compensation
Developing a Sound Marketing Plan
Developing Salespeople From Within the Company
Evaluating Your Operation Through Your Customers' Eyes
Go Outside for Profit Improvement Ideas
Hire People Who Are Better Than You
Incentives and Productivity
Linking Morale and Productivity
Management By Walking Around
Managing Outside Salespeople
Managing Proactively
Managing the Sales-Credit Partnership
Marketing to Retain Pro Customers 1: Be Easy to Do Business With
Marketing to Retain Pro Customers 2: Let Complaints Set Your Agenda
Measuring Business Performance
Open-Ended Interview Questions
Performance Reviews and Raises
Reducing Friction Between Sales and Operations
Tips to Boost Employee Morale
Who's Training Your People?
Year-End Team Reviews

CHEAT SHEETS & WORKSHEETS

ABC Account Analysis spreadsheet
ABC Account Analysis worksheet (PDF)
Accident Report Form
Board Siding Estimating Worksheets
Deck Estimating Worksheet
Gross Margin & Markup Calculator
Insulation Estimating Worksheet
Interior Trim Walkthrough Worksheet
Legal Interview Questions Reference Guide
Load-Builder's Framing Package Cheat Sheet
Pre-Trip Truck Inspection Worksheet
Prehung Doors Estimator's Worksheet
Special Order Breakeven Calculator
Takeoff Worksheet: Interior Doors
Truth Chart Worksheet
Windows: Walkout Bay Flanker Sizing Spreadsheet
Wood Handbook: Wood as an Engineering Material
Worksheet: Exterior Window and Door Takeoffs
Worksheet: Window Estimator's Checklist