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# **BSCi**LMS.com

Educational resources for construction supply professionals

"I recently attended a full-day seminar, then saw a BSCi course on the topic. It had the same information, I could do it at my own pace, and it only took me half an hour."

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COURSE LIST 6



"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.

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

We offer over 130 industry-specific topics to keep both rookies and veterans engaged. Our courses are written by industry pros with decades of field experience and designed around two core principles: 1) teach real-world skills and 2) don't waste 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."



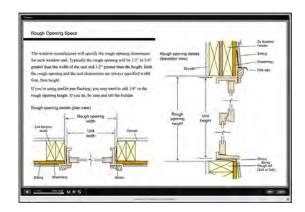
## **42 CORE SKILLS COURSES.**

Nearly 18 hours of training for salespeople, yard workers, front-line supervisors.



## **80+ SOFT SKILLS COURSES.**

Tips, tricks, and best practices from industry veterans.



## WHO WE ARE



Greg Brooks is an instructional designer and a 55-year veteran of the construction supply industry. He has designed programs for clients that include Builders FirstSource, LMC, Huttig Building Products, the North American Hardware & Plumbing Association, and Louisiana Pacific.

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Mike McDole is a consultant and sales trainer with over 40 years of field experience in the construction supply business. He is the former Senior Vice President at National Lumber in New England and a columnist for *Lumber Co-Operator*. Mike@LBMExec.com | 774.372.1367



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



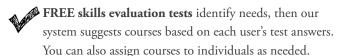
## OPTION 1: SUBSCRIBE BY THE MONTH



If all you need is spot training to help people fill gaps in their knowledge, buy seat licenses at BSCILMS.com or from your association with no long-term obligation.







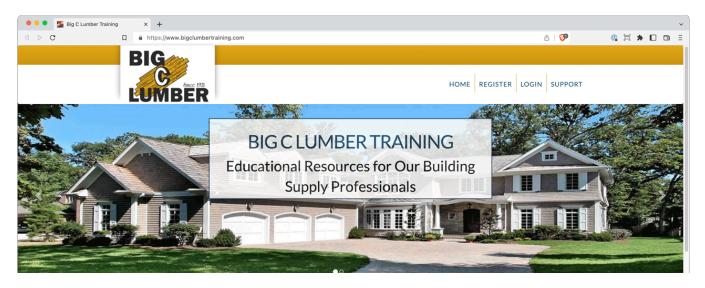
Unlimited access. Each seat license provides unlimited access to our 42 core skills courses plus nearly 100 best practices topics for salespeople, yard workers, and frontline supervisors.

Automatic tracking, reporting, and notifications let you manage training in just minutes each month.

Cancel anytime. Once employees complete their assigned training, you can cancel seat licenses or transfer them to other employees at the end of any monthly billing period.

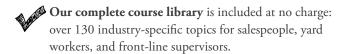


## OPTION 2: CREATE A LEARNING CULTURE



Ideally, learning is a career-long process and an integral part of everyone's job. But to make it happen, you need to manage it. A private LMS gives you the infrastructure to cultivate a

A turnkey solution. We'll build your custom LMS, then handle all hosting, maintenance, backups, domain management, SSL, and tech support.

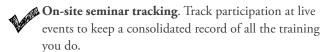


- Add your own courses. Teach internal skills, preserve tribal knowledge, deliver vendor training. We'll convert your documents to e-learning courses for you.
- Automatic tracking: test scores, assignments, course completion, and courses opened.
- Multilevel administration. Manage training at the company or branch level.

culture that encourages and rewards learning. Best of all, a custom-built private LMS from BSCi is more affordable than you might think.

#### ADD-ONS

**Curriculum builder**. Mix and match courses to create a custom curriclum for any job position.



Home center training. If you're an NHPA member, get NHPA's 100- and 200- level courses in your LMS.

Certification management. Create and manage your own company certification program.

A PREDICTABLE ANNUAL INVESTMENT One-time \$4,950 setup fee, then \$5,400 + \$6 per user per year (e.g., \$6,000 w/ 100 users)









Mead Lumber





Robert Brooks, 502.376.0405 | Robert@BSCiLMS.com



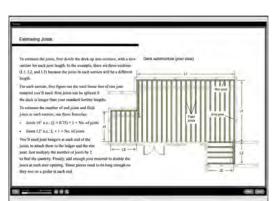
## OPTION 3: ADD OUR COURSES TO YOUR LMS

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 18 hours of in-depth content for construction supply professionals. Pricing is simple and affordable, starting at \$29 per enrollment.









## FRAMING & STRUCTURE

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

Decks 2: Estimating

Decks 3: Construction

10 courses, 4.8 hours

#### **EXTERIOR SYSTEMS**

Insulation 1: Principles & Materials Insulation 2: Estimating & Installation Moisture Control Fundamentals

Vinyl Siding Systems

Vinyl Siding: Estimating & Installation Wood & Fiber Cement Siding 1:

Wood & Fiber Cement Siding 2: Estimating & Installation

7 courses, 3.2 hours

## MILLWORK

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

6 courses, 3.0 hours

## ESTIMATING MATH

Estimating Math Essentials Gross Margin & Markup Working With Board Footage 3 courses, 1.4 hours

## YARD/WAREHOUSE

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

4 courses, 1.4 hours

## SALES & CUSTOMER **SERVICE**

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

Take Charge on the Sales Counter

Time Management For Outside Salespeople

12 courses, 3.8 hours



# **Course List as of January 2023**

#### **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 Principlesf

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

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

Design of Wood Connections 4: Connection Design Examples

Do You Lay Decking Bark-Side Up or Bark-Side

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

Kitchens 2: Layout Steps

Kitchens 3: Installing Cabinets

Takeoff Tips: Five Pitfalls to Avoid Takeoff Tips: Six Rules to a Perfect Takeof

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

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