



# **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.”*

OUR MATERIALS ..... 2

OPTION 1: SUBSCRIBE BY THE MONTH ..... 3

OPTION 2: GET YOUR OWN PRIVATE LMS ..... 4

OPTION 3: ADD OUR COURSES TO YOUR LMS ..... 5

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.”*

## 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@LBMEexc.com](mailto:Mike@LBMEexc.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](mailto:Robert@BSCiLMS.com) | 502.376.0405



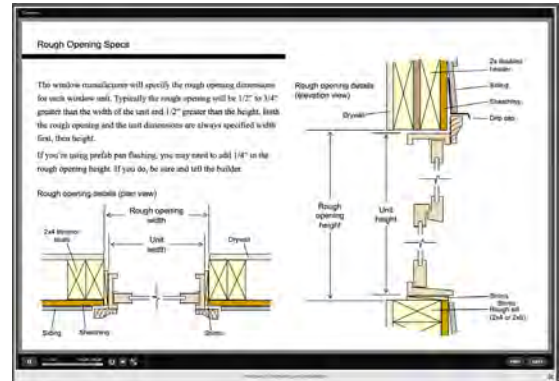
### 42 CORE SKILLS COURSES.

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



### 80+ SOFT SKILLS COURSES.

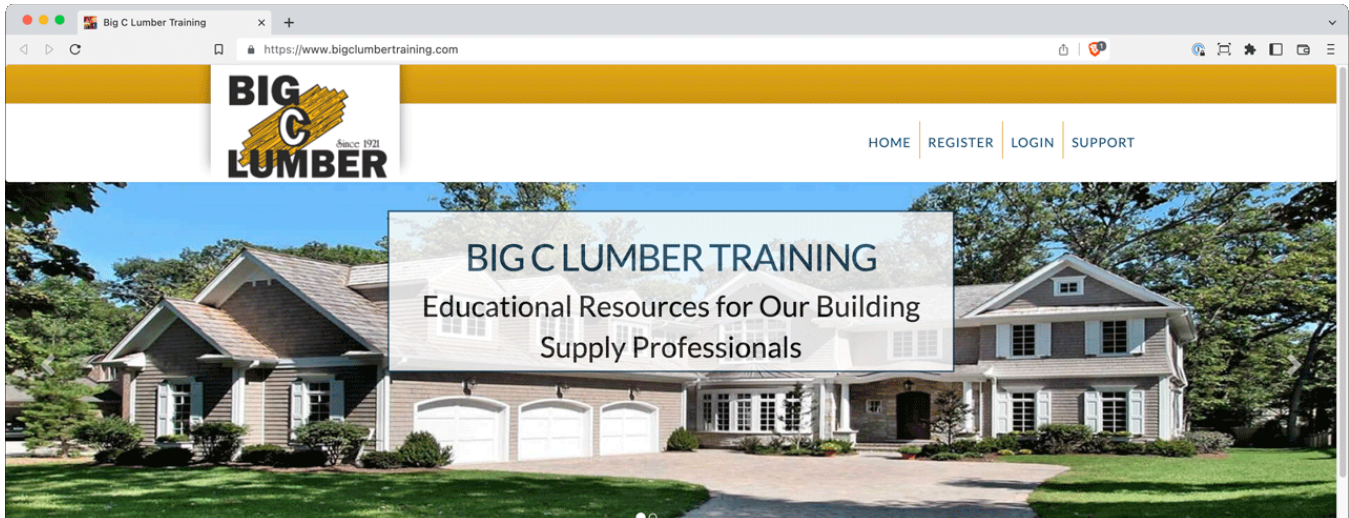
Tips, tricks, and best practices from industry veterans.







## 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

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

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

**ADD-ONS**  
**Curriculum builder.** Mix and match courses to create a custom curriculum for any job position.

**Our complete course library** is included at no charge: over 130 industry-specific topics for salespeople, yard workers, and front-line supervisors.

**On-site seminar tracking.** Track participation at live events to keep a consolidated record of all the training you do.

**Add your own courses.** Teach internal skills, preserve tribal knowledge, deliver vendor training. We'll convert your documents to e-learning courses for you.

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

**Automatic tracking:** test scores, assignments, course completion, and courses opened.

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

**Multilevel administration.** Manage training at the company or branch level.

### 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)**



**Robert Brooks, 502.376.0405 | [Robert@BSCiLMS.com](mailto: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.

Once you finish this course, you'll be able to explain:

- A builder's income statement and the costs that go into it
- A builder's direct and indirect construction costs, and overhead expenses
- The three primary factors that determine a home builder's profit on any given project
- How much money the typical builder loses per home due to construction waste
- How much money the typical builder loses per home due to homeowner callbacks
- How much money the typical builder loses per home due to late days and delays
- How to calculate the dollar value of the services you provide

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### 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 Uses  
Decks 2: Estimating  
Decks 3: Construction  
10 courses, 4.8 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

**Estimating Joists**

To estimate the joists, first divide the deck up into sections, with a dimension for each joist length. In the example, there are three sections: (L1, L2, and L3) because the joists in each section will be a different length.

For each section, first figure out the total linear feet of joist material you'll need. Rise joists can be ignored if the deck is longer than your standard lumber lengths.

To estimate the number of end joists and field joists in each section, use these formulas:

- Joists 16" o.c.:  $(L \div 0.75) + 1 = \text{No. of joists}$
- Joists 12" o.c.:  $L \div 1 = \text{No. of joists}$

You'll need joist hangers at each end of the joists, to attach them to the ledger and the rim joist. Just multiply the number of joists by 2 to find the quantity. Finally, add enough joist material to double the joist at each stair opening. These pieces need to be long enough as they rest on a girder at each end.

### 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: Materials  
Wood & Fiber Cement Siding 2: Estimating & Installation  
7 courses, 3.2 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

Once you finish this course, you'll be able to:

- Identify three common foundation types and explain how each one affects the materials you'll deliver
- Identify the materials needed for a floor package and the sequence in which they'll be used by the framers
- Identify the materials needed for a wall package and the sequence in which they'll be used by the framers
- Identify the materials needed for a roof package and the sequence in which they'll be used by the framers
- Explain the general steps in framing a floor, the walls, and the roof

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### 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

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### CORE SKILLS

#### Construction & Estimating

##### Blueprint

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

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