Annual Review & Dues Statements in the Mail
October 1st marks the beginning of a new year for Northwestern Lumber Association. Watch your mailbox in the coming days for your 2018-19 Membership Dues Renewal Form and the 2017-18 Annual Review.

How do I pay my dues?
Option 1 - Fill out the credit card section on your renewal form or pay by check:

Option 2 - Pay online by logging into your profile (Click MANAGE PROFILE at very top of www.nlassn.org):

*Remember that your membership dues must be paid in full to receive member pricing on NLA's professional development programming, trade show admission, program discounts and much more. For more information or to review your membership, please call Lindsay at (888) 544-6822.

Last Call for 2019 DRM Updates
The 2019 Dealer Reference Manual & Buyer's Guide (DRM) is in production. If you have not done so already, please return your company updates to Melanie as soon as possible.

Associate members receive a FREE basic listing
Enhanced listings include 25 additional lines
Display advertisers receive a FREE enhanced listing

For more questions or to confirm your profile information, please contact Melanie at mhultman@nlassn.org or call (888) 544-6822.

Advanced Financial Management Classes & Estimating 1-2-3
Bookkeepers, managers and business owners - Learn some of the best practices for measuring and managing your business financials during the Advanced Financial Management class on October 17-18, in St. Paul, Minnesota. This course will provide the foundation for determining the REAL cost of doing business, the importance of budgeting, capital expenditure planning and managing your business growth.

The Estimating 1-2-3 class in Eagan is SOLD OUT but seats are available in the upcoming November 13-14-15 class in Coralville, Iowa and the December 11-12-13 class in Omaha, Nebraska. Sign up early to learn how to read construction blueprints and do a material take off for a basic contemporary home. Even those with some experience find the short-cuts learned during the program beneficial to doing their job.

Click HERE to view the Full LumberTech class schedule.

Future Lumber Leaders Roundtables
http://campaign.r20.constantcontact.com/render?m=1102437387859&ca=b20badff-83f4-49d7-bb31-bf0279b1c21c
NLA's Future Lumber Leaders Roundtable events provide current and emerging leaders the opportunity to establish meaningful business relationships with their fellow lumber dealers and suppliers. The group discussions, guest speakers and site tours provide a deeper understanding of strategies others in the industry are using to operate and grow their businesses.

Join us at one of the upcoming meetings:
- Wisconsin FLL Roundtable - Friday December 7th Madison, WI
- Nebraska FLL Roundtable - Friday December 14th Omaha, NE
- Minnesota FLL Roundtable - Friday January 11th Location TBD

Wage & Benefit Survey Deadline Extended to October 19th
With the labor shortage it is more important than ever to make sure you are offering a fair wage and benefit package. In an effort to provide members with the current salary & benefit data, NLA is conducting a regional survey which includes wage categories for 22 common LBM positions and a benefits worksheet. Survey results will provide insight into pay averages in this region, insurance, vacation/PTO, paid holidays and other benefits dealers are providing. Please complete the survey by October 19th. The more participation the better the data!

Sign Up Today and Set Your Sights on a Great Time!
Fall’s arrival means it is time to flock together with your fellow Northwestern Lumber Association members and peers for the Annual Nebraska Clay Shoot. We would love for you to join us, as well as invite staff from your yard or business, or bring clients or builders to further grow relationships, at the beautiful Heartland Shooting Park in Grand Island. This year we will gather on Wednesday the 24th of October. The clay shoot will begin at 9 AM sharp and includes 100 targets and various on course games to test your skills and your patience. We will also enjoy a wonderful lunch spread and some cold beverages, so don’t forget your appetite! Once again, we will have the STOP SIGN CHALLENGE and be awarding prizes you’ll love to take home.

Vendor Members: Sponsorship opportunities still exist to highlight your business to our members at this great event, reach out to Lindsay or Brett today to discuss sponsorship options at (763) 544-6822. To sign up and reserve your spot, click HERE.

Thank You for the GENEROUS Donations!
Our members really stepped up on our newest event. We were able to raise more than $550 for American Cancer Society! The team had a great time with their families on Saturday, September 29th. We joined locals from the MN metro area and completed a 5K to raise money for Party for a Purpose.

We walked in memory of our former NLA President, Paula Siewert. Paula was very active in the outdoors as well as the community, so marrying cancer-fundraising and fitness seemed only fitting.

Race to Reserve Your Booth Today!
Many of you have already reserved your booths at the upcoming 2019 NLA Conventions, but we still have plenty of booths left to accommodate returning and new exhibitors! Jumpstart your first quarter sales in 2019 by getting your product and your people in front of hundreds of lumber dealers at these events. Click below for the registration form, 2018-2019 membership form (reduced booth prices for members!), and for our most current floor plans. Questions? Reach out to Jodie at jfleck@nlassn.org or (763) 595-4058.

Constitution Registration Form
Exhibit Success Is More Than Just A Booth
Having a booth at one or more of the NLA conventions is a fantastic start to promoting your business, but why stop there? Stand out from your competitors and leave a lasting impression on the attendees. NLA has created an assortment of opportunities to help you do just that. Click on the links below to learn more. Questions? Reach out to Jodie at jfleck@nlassn.org or (763) 595-4058.

Sponsorship Opportunities
Pit Stop Product Demos
Show-Only Specials
Student Career Panels

Who Doesn't Love Winning A Prize?
Dealers LOVE winning prizes! And they'll remember you even more if they walk away with an awesome prize they won at your booth. Once again, NLA is asking that all exhibitors bring a prize (or two) to each convention at which they are exhibiting. Dealers will register at your booth and, at a designated time, NLA will announce that everyone draw their winner for the day and post it on a centralized prize board. Dealers will check this board to see if they've won and then go back to YOUR booth to collect their prize! (Remember to bring drawing slips, pens, and a bowl to conduct your booth drawings!) Questions? Reach out to Jodie at jfleck@nlassn.org or (763) 595-4058.

Flash-Back Friday - We Need Your Help!
Have some interesting, old pictures from your lumberyard, previous NLA events or anything building material-related? We want to keep our Flash-Back Friday Facebook posts going! Please email Lindsay at ldutcher@nlassn.org with your content and a short description.

Classifieds
Place a classified ad with the Northwestern Lumber Association and we'll triple your exposure! Ads will be placed on the NLA Website immediately. Advertise for two months or more, and your ad will be printed in the next issues of the Building Products CONNECTION magazine and the SCENE - all for one price.

Retail Lumber Dealers Click HERE for details. Suppliers Click HERE for advertising details.

If you cannot explain something in simple terms, you don't understand it.
Richard Feynman