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NETWORKING - CONVENTIONS

2015 Northwestern Building Products Expo

January 12-13, 2015

River's Edge Convention Center

St. Cloud, Minnesota

The 2015 Northwestern Building Products Expo held in St. Cloud, MN is next month already and we hope you're planning to attend. Read on to find out more about the line-up of great events!



2-Day Tradeshow

Monday, January 12, 2015 3:00 pm - 7:00 pm

&

Tuesday, January 13, 2015 9:30 am - 3:00 pm

(Show floor will be closed during lunch.)

Click [HERE](#) for complete details.

Grand Reception

Monday, January 12, 2015 5:00 pm - 7:00 pm

There's nothing like a good party and this is the highlight of the conference! The reception is **free to attend** (with a conference badge), but please make sure to indicate your intention to attend when registering. Click [HERE](#) for details.

Hospitality Suites

Monday, January 12, 2015

Watch for invitations and announcements to come from individual suppliers prior to (or during) the show. Click [HERE](#) for more information!

Come to the Show For Your Chance to WIN CASH!

During the trade show hours on both Monday and Tuesday, we will have several **\$125.00 cash** giveaways...which is just one way we're celebrating NLA's 125th anniversary. Click [HERE](#) to learn how!

Expo Hotel & Venue Information

What's Coming Up

December 2 or December 11, 2014

WEBINAR - Top 5 OSHA Citations in the Building Materials Industry: Are you at risk? Part One

December 2, 2014
WEBINAR - **Improving Your Chances of Hiring the "Talent" You Need**

December 9, 2014
Introduction To Building Material Sales
Sioux Falls, SD

December 10, 2014
The Long and Short of Wood Roof Systems
Seminar Hosted by WoodWorks
Minneapolis, MN

December 10-11, 2014

**Blueprint Reading & Material
Take-Off**
Sioux Falls, SD

December 16, 2014
**WEBINAR - Effective and
Legal Termination Practices**

January 7-8, 2015
**Blueprint Reading & Material
Take-Off**
Des Moines, IA

January 12, 2015
Leadership Training
(trainer) Larry Cockerel
St. Cloud, MN

January 12, 2015
**How the Changes in Building
Codes Will Affect Your
Inventory**
(trainer) Peter Zulczyk
St. Cloud, MN

January 12-13, 2015
**Northwestern Building
Products Expo**
St. Cloud, MN

January 14-15, 2015
Sales Roundtable

January 15, 2015
**WEBINAR - How to Conduct
an Effective Performance
Evaluation**

February 13, 2015
Future Lumber Leaders MN &
Dakota's Chapter
Rogers, MN

January 27-28, 2015
**Wisconsin Lumber
Dealers Convention**
· How to Sell Value in a Tough
Market
· Managing Your Inventory
· Keynote - Larry McCarren
Stevens Point, WI

January 29, 2015
**WEBINAR - How to Legally
use Background Checks and
Avoid the EEOC**

February 10, 2015
**Introduction To Building
Material Sales**
Madison, WI

Click **HERE** for information the Expo venue and where to book a room.

Seminars

Recruit & Retain Top-Quality Employees
Tuesday, January 13, 2015 9:30 am - 10:30 am

Improve Your Online Presence
Tuesday, January 13, 2015 9:30 am - 10:30 am

Financing Your Business Growth
Tuesday, January 13, 2015 10:45 am - 11:45 am

**The 5 Habits for Building Effective, Consistent and
Results Driven Teams**
Tuesday, January 13, 2015 10:45 am - 11:45 am

**KEYNOTE - "Jack Up Your
Thinking" Change Your Thinking, Change
Your Life ... Forever**
Tuesday, January 13, 2015
Noon - 1:30pm
Speaker: John Geenen aka "Jack Nicholson"



John Geenen

**Read more about the Expo seminars and
Speakers HERE.**

Membership Meeting & Lunch
Tuesday, January 13, 2015 12:00 pm - 1:30 pm

Plan on attending the Membership Meeting & Lunch to be brought up-to-date on important NLA business and board appointments while enjoying a delicious meal. Immediately following the meeting, our keynote will surely have you grabbing your cameras for a celebrity photo-op! The Jack Nicholson look-alike will have you star-struck in your seats while delivering a powerful motivational message about changing your perspective in order to lead a successful life. Cost is free to members, \$20.00 for non members and all tickets must be ordered in advance.

**"Jack" will also be available on the trade show floor
Tuesday afternoon for photos so make sure to head
back out on the exhibit floor after lunch!**

2015 Expo Sponsors

Bayer Built Woodworks	\$1500	Keg Sponsor
Bayer Built Woodworks	\$1000	Membership Meal
Dealers Choice	\$250	Exhibit Floor Break Service

February 11-12, 2015
**Blueprint Reading & Material
Take-Off**
Madison, WI

February 18-19, 2015
Iowa Lumber Convention
· Ringing Endorsement "How to
Wow" Your Customers
· How to Sell Value in a Tough
Market
· Keynote - "Leadership" Rob Bell
Cedar Rapids, IA

March 10-11, 2015
**Nebraska Lumber
Dealers Convention**
· How to Sell Value in a Tough
Market
· Keynote - Tom Osborne
Kearney, NE



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a fulltime manager for a profitable
yard In Gibbon, MN. Looking for

Federated Insurance	1000	Membership Meal
Manion's Wholesale	\$500	Registration Desk

2015 Expo Links

Schedule of Events
Current List of Exhibitors
Current Floor Plan

Dealers:

Printable Registration Form
Online Registration - Members
Online Registration - Nonmembers

Suppliers:

Printable Registration Form
Online Registration
Sponsor Opportunities

Convention Specials

Visit the BlueTarp booth (#301) and see the special extended terms program and how BlueTarp professionally works with you to protect and grow your business.

"We increase your sales, increase your cash flow, and reduce your risk!"

PRE-CONVENTION SEMINARS

Professional Development Opportunities

Register today for the upcoming classes in December and January.

- **Leadership Workshop - 7 Things You Simply Must Know as a Leader for Greater Results, Retention and Progression** - Learn how to be the company leader that motivates and encourages their staff to be engaged in the success of your company.

January 12th, St. Cloud, MN

- **New Minnesota Residential Code & Energy Code, What LBM Dealers Need to Know** - Learn how the changes in the codes could affect some of the building materials used in construction and remodeling.

January 12th, St. Cloud, MN

someone with experience bidding, quoting and placing orders as well as managing inventory & yearly inventory. Please send resumes to Gibbon Lumber Attn: Juli P O Box 86 Gibbon, MN 55335.

Lyman Lumber Company is immediately seeking candidates for the position of OPERATIONS COORDINATOR, see our website for the full description www.lymanlumber.com or email us at jobs@lymanlumber.com to apply.

EXPERIENCED LUMBER MANAGER: Experienced manager to manage a profitable yard in the Midwest region. Please send resumes to NLA - BB/114, 5905 Golden Valley Road, Suite 110, Minneapolis, MN 55422.

Store Manager - Neubert Millwork & Home Center in North Mankato, MN is seeking a self-motivated, energetic, outgoing person to manage daily operations, oversee and support sales staff, market the company, actively seek new customers and prospects. Management experience required, building trade experience preferable. Comp package includes salary plus performance bonuses, health, dental, retirement, vac & sick. Send resumes tocdeblieck@neubertmillwork.com or call with questions 507-387-1105.

Sales/Account Manager - Neubert Millwork & Home Center in North Mankato, MN is seeking an energetic, outgoing, self-motivated person for sales position. Must be willing to seek out new sales, call on existing customers, estimate jobs, work with material suppliers, have good computer and communication skills with prior building trade experience. Comp package includes salary plus commission, health, dental, retirement, vac & PL. Send resumes tocdeblieck@neubertmillwork.com or call with questions 507-387-1105.

BUY, SELL, MERGE. Even in these financially stretched times we are still completing deals. We have more buyer interest than our inventory supports. If you are interested in selling, please contact the Dillon Group, Ltd., info@dillon-ma.com, (913) 888-8001

FOR SALE
Business Forms , Invoices,

Click [HERE](#) for the full list of the 2014-2015 NLA Professional Development programs.

BUSINESS DEVELOPMENT

Minimum Wage Rate Increases

NEBRASKA

The state minimum wage will increase to \$8.00 per hour on January 1, 2015 and to \$9.00 per hour on January 1, 2016.

SOUTH DAKOTA

The state minimum wage will increase to \$8.50 per hour on January 1, 2015 and will be adjusted annually by any increase in the cost of living.

The minimum wage rate increases will require that employers post a new minimum wage poster.

South Dakota does not currently have a minimum wage posting. Wage rates are posted on the [South Dakota Department of Labor's website](#).

FEATURED PROGRAMS

Do I or Don't I? The Facts Behind Drug and Alcohol Use By Employees

The lumber/building material and construction industry ranks first and second (respectively) for drug and alcohol use by employees in a recent study by industry professionals. The same study also reports that greater than 70% of all drug and alcohol abusers are currently employed and one could be working for you.

Click [HERE](#) to read entire article.

Does Your Website Need A Facelift?

The internet is becoming increasingly important in today's business operations. Since so many people are researching products and services on the Web, it's critical that your site has maximum impact as online visitors are the next best thing to an in-person conversation with you or your sales staff.

NLA's web design program is designed specifically for those companies who wish to have an internet presence with a well-crafted, but inexpensive web site that covers all the essentials. Whether your business is small or large, you can benefit by having a professional looking web site that will help you grow your business. Contact Melanie for more information at mhultman@nlassn.org or (763) 595-4050.

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NLA Staff

Cody Nuernberg

President
(800) 896-5130

Jerry Bartell

Field Service
Representative
(800) 896-5140

Olivia Darr

Event Coordinator
(800) 896-5141

Abbie Diekmann

Membership & Financial
Assistant
(800) 896-4133

Jodie Fleck

Director of Conventions
& Tours
(800) 896-5134

Melanie Hultman

Communications
Coordinator
(763) 595-4050

Connie Johnson

Director of Professional
Development
(763) 595-4045

Beth Stoll

CONNECTION Editor
(800) 896-5131

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LEGISLATIVE

NLBMDA Washington Update - FREE Member's Only Webinar

December 10, 3-4 pm ET

The NLBMDA government relations team is holding a FREE Washington Update webinar on December 10 from 3-4pm ET to brief members on how your business could be affected. Click [HERE](#) to register now!



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LBM EXECUTIVE

LBM Executive, November 2014

Most inside salespeople wait for business to walk in the door. This 27-year veteran decided to take charge of his career and tripled his sales in two years. Plus, Amazon.com turns its guns on B2B distributors...some say NAHB's claims of a skilled labor shortage are nothing but a ploy to avoid raising wages.

Bonus: This issue includes a link to our exclusive market share estimator (YTD 3Q 2014). Download the spreadsheet and enter your sales in 15 key product categories to see if you're gaining or losing ground in your markets.

Click [HERE](#) to read the November 2014 issue.

*It's what you learn after
you know it all that counts.*
John Wooden

