Wisconsin Lumber Dealers Leadership Conference - April 11th

Don't delay sending in your registration for the first annual NLA/WLDEF Lumber Dealers Leadership Conference in Wisconsin Dells, Wisconsin on April 11th. Registrations received by April 1st will be entered into the early bird drawing for $100!

This year's conference will feature:

- Insightful and motivational seminars lead by consultants from the LBM and construction industries.
- A cocktail reception and awards dinner providing an opportunity for you to come together and network with fellow dealers.
- Prizes!!
  - Early Bird Registration Prize
  - Seminar Door Prizes
  - Dealer Grand Prize drawing for a Green Bay Packer Home Game Package (sponsored by Amerhart)

Along with the educational seminars, this one-day program will also include a Future Lumber Leaders Roundtable, where team members entering a management or leadership role in your company can brainstorm new ideas and discuss challenges with other future leaders. During the April meeting, attendees will have the opportunity to converse with one of the top industry consultants, Ken Wilbanks.

The WRLA/WLDEF annual membership meetings and elections will take place at the awards banquet starting at 5:30 pm on April 11th at the Glacier Canyon Lodge/Wilderness Resort in Wisconsin Dells. Click HERE for registration details.

LumberTech Classes

Special Order & Project Management
With so many product choices these days, lumber dealers are special ordering more and stocking less. Making sure those products are priced and handled properly is key to your bottom line. Attend the Special Order/Project Management class on April 12th to learn the tips and tricks necessary to efficiently manage your orders/projects and protect your margins and your bottom line.

Other upcoming LumberTech classes:

- March 5 & 6 - Blueprint Reading & Material Take-Off, Cedar Rapids, Iowa
- March 8 & 9 - Blueprint Reading & Material Take-Off, West Bend, Wisconsin
- March 22 & 23 - Business Management 2 (Financial Management 2) Golden Valley, Minnesota
- March 26 & 27 - Blueprint Reading & Material Take-Off, St. Cloud, Minnesota
- March 28 & 29 - Blueprint Reading & Material Take-Off, Eagan, Minnesota
- April 9 - OSHA/DOT for Management, Golden Valley, Minnesota
- April 10 - HR/Lien Law-Legal, Golden Valley, Minnesota
- April 12 - Special Order/Project Management, Wisconsin Dells, Wisconsin
- April 17 - Yard Safety & OSHA, Eagan, Minnesota
- May 14-16 - Estimating 123, Twin Cities, Minnesota
Click [HERE](http://campaign.r20.constantcontact.com/render?m=1102437387859&ca=1b7853a3-d607-4b0c-b47b-5fd8cc569547) for the LumberTech catalog which highlights the class schedule, class details, registration information, and the new certificate/diploma programs.

**Nebraska Dealers** - Do you have employees that you would like to send to LumberTech training? The NLDA Scholarship Committee has up to 10 Employee Scholarships available. Click [HERE](http://campaign.r20.constantcontact.com/render?m=1102437387859&ca=1b7853a3-d607-4b0c-b47b-5fd8cc569547) to learn how you can apply.

**Looking for Help?**

Students who attended the Expo were encouraged to fill out a quick resume form. You can view the resume summaries on the website at [www.nlasn.org/page/Resumes](http://www.nlasn.org/page/Resumes). If you would like to learn more about one of these potential employees, contact Connie Johnson cjjohnson@nlasn.org or (763) 595-4045 with the ID number and your contract information.

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**Thank you 2017-2018 Professional Development Hosts & Sponsors**

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**Join NLA Members for an American Tradition this Spring!**

Celebrate America's favorite pastime with NLA's members, their families, and friends on Saturday, April 21st in Des Moines. Enjoy the sound of the national anthem and crack of the bat as the Iowa Cubs take on the Memphis Redbirds at 7:08pm.

Join us prior to the game for tailgating (approximately 5:00pm). We will be grilling burgers, brats, and hot dogs. Also included in your registration will be beverages (prior to the game) and plenty of networking with your Association peers.

What could be better than time at the ballpark on a spectacular spring day, all for just 50 bucks? That's right - registration is $50 for adults and $20 for children ages 12 and under.

This event will be here before you know it, so sign up today!

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**Spring is Almost Here - Get Outside!**

As the thaw slowly approaches, it's time to start thinking about how you can get out and enjoy the warmer days. We're here to help! Here are a few options in the coming months:

**2018 NLDA Summer Golf Outing - Lincoln, NE**

We will be testing your long game at Crooked Creek Golf Club this year at the Nebraska Lumber Dealers Summer Golf Outing. Join us for this annual event on Tuesday, June 19th. Shotgun start at 12pm. Join us for some friendly competition, prizes, and a full dinner with all the trimmings after 18 holes.

**2018 ILA Summer Golf Outing - Altoona, IA**

Dust off that golf bag and join the Iowa Lumber Association at Terrace Hills Golf Club on Thursday, June 21st for the annual Iowa Lumber Association Golf Outing. Shotgun start at 12pm. Once you're done out on the links, head inside for prizes and dinner with all the other players.

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**Dues Season Ends on March 15th**

We thank all of you who have sent in your 2017-18 dues. We are still waiting to hear from some of you. The dues season on ends March 15th. NLA staff, board members, and others will be contacting those with outstanding dues.

*Please note, you will be charged the non-member rate for special events, trade shows, and professional development if your dues haven't been paid.*

**How do I pay my dues?**

Option 1: Fill out the credit card section on your Renewal Form
**PAYMENT OPTIONS**  
(PAYMENT DUE UPON RECEIPT)

Enclosed is my check in the amount of $_______. (OR)

Please charge $_______ on my  □ Mastercard  □ Visa

Credit card #: ___________________________  Expiration Date: __________ CSV Code (on back of card): ________

Name on card (please print): ___________________________

Authorizing Signature: _______________________________

Please return this form to: Northwestern Lumber Association, 701 Decatur Avenue North, Suite 105, Golden Valley, MN 55427

Option 2: Pay online by clicking the link in your emailed invoice as shown below:

To pay your invoice online, click HERE. You will need to enter your invoice number and balance due.

Or you may mail payment to:

701 Decatur Avenue North, Suite 105 | Golden Valley, MN 55427

(763) 544-6822 | (888) 544-6822 | info@nlassn.org

Then click on the the pay now button on the next screen:

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

**Dealer & Supplier Spotlights for CONNECTION Magazine Needed**

Northwestern Lumber Association and its members enjoy learning about each other. Over the past couple of years, NLA has periodically produced spotlight articles on dealer and supplier organizations to better inform our members about each company, their people, and the products they deliver to the market. New product ideas, new members, and new companies are the feature of these articles.

Are you interested in having a spotlight article done for your company? Are you a current member with a story to tell? Give us a call!

Contact Cody Nuernberg at 763-595-4052 or cnuernberg@nlassn.org to inquire about a spotlight article for you and your business.

**Responding to Allegations of Sexual Harassment in the Workplace**

We hear a lot these days about creating a “speak up” organizational culture, but we don’t hear nearly as much about how to listen and truly hear the messages our employees may bring to us. It’s never good news; it’s always a bad time; it’s often costly; and it doesn’t reflect the way we want to see our organizations and our leadership.

Recently, this challenge of listening for values has received a lot of attention around the alarming number of allegations of sexual harassment and abuses of power that have surfaced in business, in the sports arena, and in the realm of politics. The good news is that this misbehavior is getting attention and being roundly condemned. The bad news is that it appears to be more prevalent than anyone wanted to believe. The challenging news is that leaders often feel uncomfortable and unprepared to respond to these allegations when they arise.

Click HERE for the rest of the story.

This article was published in the February 2018 Knowledge Central monthly eNewsletter. To read the entire issue, click HERE.

**Convention Attendees - We Want Your Feedback!**

Did you attend the Northwestern Building Products Expo, Iowa Lumber Convention, or the Nebraska Lumber Dealers Convention this past January or February? If so, please take a moment of your time and complete the survey(s) below. Your feedback is extremely valuable, as we use this information to plan future events.

**Northwestern Building Products Expo (St. Cloud) - Survey**

**Iowa Lumber Convention (Altoona) - Survey**

**Nebraska Lumber Dealers Convention (La Vista) - Survey**

Would you like to speak to someone in person about the conventions? We’d love to hear from you. Call Jodie at (763) 595-4058 to share your thoughts.
Classifieds

INTERESTED IN BUYING OR SELLING A YARD?
Sell to your employees
Cash to stockholders
Low cost plan.
For details contact Ron Dillon-913-888-800
ron@dillon-ma.com

FOR SALE: Established full line Lumber Yard and Builders Hardware, east central Iowa metro, county seat, residential/commercial contractor oriented, will rent property, motivated seller due to health.
Contact info@nlassn.org

FOR SALE: Profitable lumberyard for sale in Northwest Wisconsin. Limited competition and room to grow. Contact Steve McNally broker for Calhoun Companies 715-529-0800 or smcnally@calhouncompanies.com.

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 issue of the Building Products CONNECTION magazine and the SCENE - all for one price.

Click HERE for details.

Answer the riddle for 10% off your next forms order! *

*Offer good until 3/30/18. Email mhultman@nlassn.org with your answer!