



Instructors

Emily Overson is an accounting professional who has spent the last 18 years focused on the LBM industry. Emily's career with retail LBM dealers covered Accounting, Human Resources, IT, Purchasing, Inventory Management, Sales Initiatives, Training Programs and overall Business Management. She is aware of the challenges facing independent retailers and is passionate about the industry and sharing her knowledge to strengthen it.



Casey Voorhees is the Executive Director for the Western Building Materials Association. He has taught his Blueprint Reading and Estimating 1-2-3 programs across the country for many LBM associations. With over 20 years experience leading the program, Casey understands the skills needed to provide your customers with an accurate take-off and good customer service.



Bill Sharp is well known to lumber and building material dealers. He is endorsed by the National Lumber and Building Material Dealers Association and the North American Building Material Distributors Association. Bill's workshops are known for their fast pace, humor and easy to remember skills. Bill was formerly a salesman, manager and sales trainer for three Fortune 500 companies and has been on the faculty at the University of Missouri, Park University and William Jewell College.

