



 **BSCiLMS.com**
Educational resources for building supply professionals



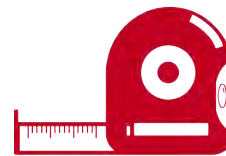
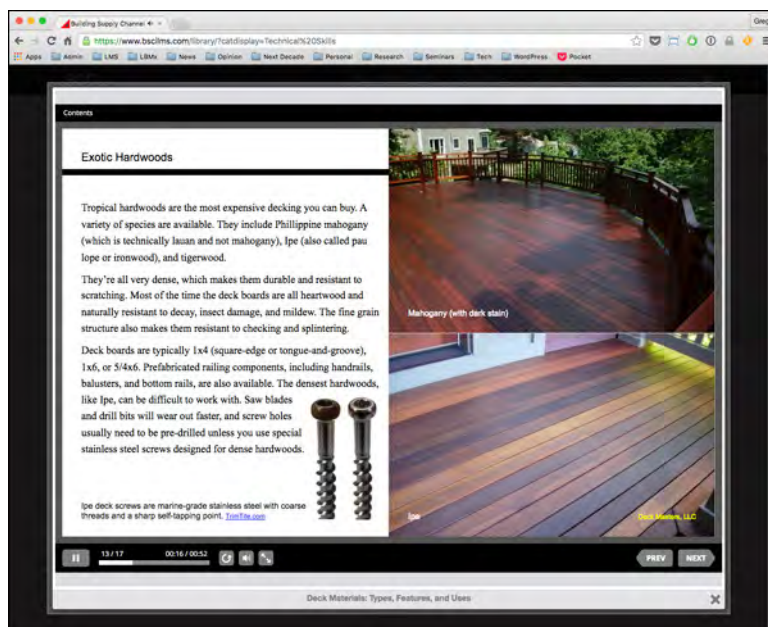
“After 16 years in the business, I thought the courses would be just a refresher. I learned something new from every one I took.”

Get your employees up to speed quickly and cost-effectively with the BSCi Learning Management System.

We offer over 160 topics plus all the tools you need to manage training in minutes each month: assignments, progress tracking, test scores, downloadable reports, and a skills evaluation test.

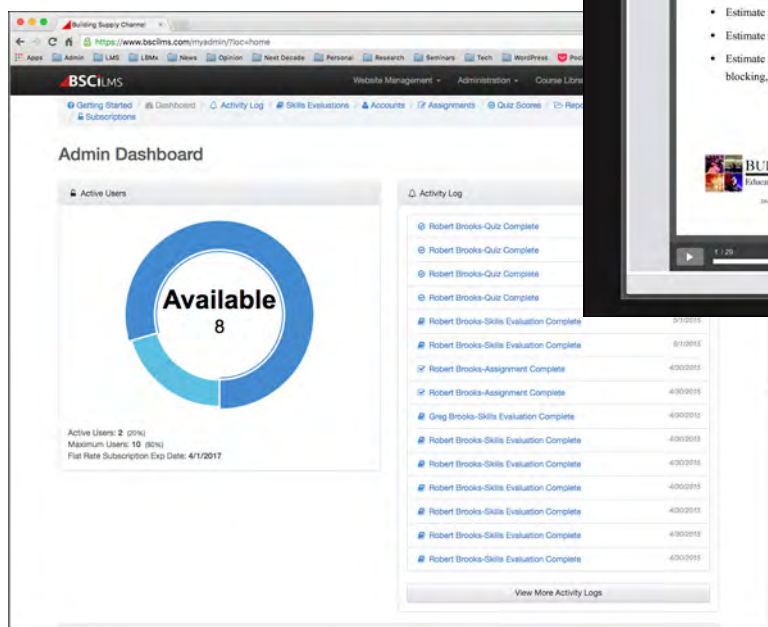
Our courses are written by building supply industry veterans with decades of field experience, and designed around two principles: 1) Deliver real-world information and 2) don't waste people's time.

Nothing revolutionary. Just what we wish we'd had available when we were on the sales counter.



160+ TOPICS

Building materials, construction, estimating, selling skills, customer service, inventory management, supervisory skills, and computer skills.



LEARN ANYTIME, ANYWHERE

Learn on the job or at home on your computer, tablet, or mobile device

Topics as of June, 2018

TECHNICAL SKILLS

Decks 1: Materials
Decks 2: Estimating Materials
Decks 3: Construction
Deck Estimating Worksheet
Decoding Building Codes
Entry Doors: Components & Materials
Estimating Math Essentials
Framing 1: Foundations & Floors
Framing 2: Walls
Framing 3: Roofs
Framing 4: Takeoff Tips & Formulas
Gross Margin & Markup
How a House Works: Exterior Shell
Insulation 1: Principles & Materials
Insulation 2: Estimating & Installation
Insulation Estimating Worksheet
Interior Trim Walkthrough
Interior Trim Walkthrough Worksheet
Kitchens 1: Layout & Design Principles
Kitchens 2: Layout Steps
Kitchens 3: Installing Cabinets
Lumber 101
Moisture Control 1: Fundamentals
Prehung Doors Estimator's Worksheet
Prehung Doors: Estimating & Installation
Structural Design Principles
Takeoff Worksheet: Exterior Windows and Doors
Takeoff Worksheet: Interior Doors
Understanding Loads and Using Span Tables
Vinyl Siding Systems
Vinyl Siding: Estimating & Installation
Walkout Bay Window Flanker Sizing Spreadsheet
Window Estimator's Checklist
Windows: Components and Principles
Windows: Walkout Bay Calculator Instructions
Wood and Fiber Cement Siding: Estimating & Installation
Wood and Fiber Cement Siding: Materials & Performance
Wood and Fiber Cement Siding Estimating Worksheet
Working With Board Footage

Third-party resources

2006 International Residential Code
2009 International Residential Code
2012 International Residential Code
A Field Guide to American Houses
Advanced Framing Overview
Architectural Graphic Standards for Residential Construction
Builder's Guide to Cold Climates
Builder's Guide to Hot/Humid Climates
Builder's Guide to Mixed and Humid Climates
Building Code Basics, Residential: Based on the 2012 International Residential Code
Building Construction Illustrated
Construction Spanish Translator
Do You Lay Decking Bark-Side Up or Bark-Side Down?
Estimating with Microsoft Excel
Graphic Guide to Wood Frame Construction
Gypsum Construction Handbook
Lumber and Building Material Reference Manual
Terms of the Trade

Wood Handbook: Wood as an Engineering Material

YARD & WAREHOUSE

Bad Weather Ideas for the Yard
Benefits of an On-Site Refueling Program
Cross-Training in the Yard
Delivery Driver Responsibilities
Delivery Driver Accident Report Form
Have Fun and Build Morale
Improving Delivery Driver Turnaround Time
Load-Builder's Framing Package Cheat Sheet
Load-Building: Deck Packages
Load-Building: Framing Packages
Load-Building: Organizing Framing Packages
Prevent Theft: Secure Your Keys
Proper Storage and Handling of I-Joists and LVL
Reducing Back Orders
Reducing Friction Between Sales and Operations
Staging Carts and Warehouse Efficiency
Working Safely in Hot Weather

SALES & CUSTOMER SERVICE

10 Ways to Earn Customer Loyalty
7 Ways to Close Sales
ABC Account Analysis Spreadsheet
Action Plan for Higher Gross Margins
Analyzing Builders' Needs Before Quoting
Basic Construction Management
Be Stingy With Discounts
Becoming a Primary Supplier
Build Loyalty With a Customer Advisory Board
Common Sense Customer Service Techniques
Common Sense Selling 1: The Dollar Value of Your Value
Common Sense Selling 2: Researching Prospects
Conquering Cold Calls
Construction Management Overview
Cultivating Referrals
Defining Added Value
Developing a Sound Marketing Plan
Evaluating Your Operation Through Your Customers' Eyes
Gross Margin and Markup
Gross Margin and Markup Calculator Spreadsheet
Growing Your Customer's Business
Marketing to Retain Pro Customers
Negotiating a Win-Win Solution
Negotiating Skills and Gross Margins
Pricing Special Orders
Reducing Windshield Time
Selling Special Orders
Special Order Breakeven Calculator Spreadsheet
Time Management for Outside Salespeople
Truth Chart Worksheet (PDF)
Turning Jobsite Waste into a Sales Opportunity

Third-party resources

Consultative Selling
Ten Steps to Increase Jobsite Productivity

PURCHASING & INVENTORY CONTROL

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

Third-party resources

Buying and Selling Softwood Lumber & Panels

SUPERVISORY SKILLS

12 Ways to Make Sales Meetings More Effective
A Field Guide to Sales Management
Accident Report Form
Are You a Boss or a Leader?
Attendance Deficit Disorder
Bill Lee's 20 Best Hiring Tips
Cash Flow Analysis Made Simple
Characteristics of Successful Managers
Common Traits of Effective Managers
Communicating Effectively
Considerations in Managing Outside Salespeople
Cultivating Employee Commitment
Designing Incentive Compensation
Developing Salespeople From Within the Company
Hire People Who Are Better Than You
Human Resources Forms
Incentives and Productivity
Legal Interview Questions Reference Guide
Linking Morale and Productivity
Management By Walking Around
Managing Proactively
Managing the Sales-Credit Partnership
Open-Ended Interview Questions
Performance Reviews and Raises
Teaching Your Yard Crew About Profit
Tips to Boost Employee Morale
Using Category Quotas to Improve Gross Margins
Who's Training Your People?
Year-End Team Reviews

COMPUTER SKILLS

Third-party linked resources
Add Numbers in Excel 2013
Basic Math in Excel 2013
Calendar Basics (Outlook 2013)
Create Your First Excel 2013 Workbook
Create Your First PowerPoint 2013 Presentation
Create Your First Word 2013 Document
Excel 2007 Training Courses
Get Out of Your Inbox With Outlook 2007
Get to Know Excel 2007: Create Your First Workbook
Get to Know Excel 2007: Enter Formulas
Outlook 2007 Training Courses
Up to Speed With Outlook 2007
Up to Speed with the Office 2007 System
Use Presenter View (PowerPoint 2013)
Word 2007 Training Courses
Word 2007: Create Your First Document

MORE INFORMATION:

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