

KBMA and BMSA Annual Convention and Product Expo

BUILDING



BRIDGES

**May 2-3, 2017
The Marriott Rivercenter
Covington, KY**



Kentucky Building Materials Association

201 Townepark Circle, Suite 100
Louisville, KY 40243

Phone: 502-245-6730 fax: 502-245-7283

Email: mail@kbma.net Web address: www.kbma.net



Building Material Suppliers Association

3029 Senna Drive
Matthews, NC 28105

Phone: 800-849-1503 fax: 980-339-3994

Email: janeg@mybmsa.org web: www.mybmsa.org

KBMA/BMSA Event

Tuesday, May 2, 2017

Registration	11:30 a.m.-6:30 p.m.
Vendor Tour	11:00 a.m.-3:00 p.m.
KBMA Board Meeting	4:00 p.m.-6:00 p.m.
Cincinnati Reds vs Pittsburgh Pirates (ticket required)	7:10 p.m.

Wednesday, May 3, 2017

Working Breakfast	7:30 a.m.-8:00 a.m.
<u>Knowing Yourself</u> featuring Ken Wilbanks	8:00 a.m.-9:45 a.m.
<u>Beat Last Year</u> featuring Ken Wilbanks	10:00 a.m.-12:00 Noon
Keynote Lunch w/Tom Browning (ticket required)	12:00 Noon - 1:30 p.m.
Product Expo	1:30 p.m.-5:00 p.m.

****Cash & assorted prize drawings every half hour
\$500 drawing @4:55 p.m.****

KBMA Past Presidents Reception (ticket required)	5:00 p.m.-6:00p.m.
KBMA Awards Banquet and Past Presidents Dinner (ticket required) w/special guest to be announced	6:00 p.m.-8:00 p.m.

Schedule of Events

Tuesday, May 2, 2017

11:00 am – 3:00 pm - Vendor Tour: Join fellow lumber dealers on a tour of 3 of our local supplier members. We'll leave the Marriott at 11:00 am, and visit Arling Lumber, Dyke Industries and Primesource. Along the way everyone will be treated to lunch.

4:00 pm – 6:00 pm - KBMA Board Meeting

7:10 pm - Cincinnati Reds versus the Pittsburgh Pirates: We've secured a block of tickets on the Riverboat Deck, so plan to join KBMA and BMSA members at the Great American Ballpark. Tickets include the price of admission, a dinner buffet on the Riverboat Deck, along with a couple of beer tickets and unlimited soft drinks.

Wednesday, May 3, 2017

8:00 am – 9:45 am: **Knowing Yourself and Others**, featuring Ken Wilbanks. Effective communication requires an awareness of our own personality and communication style. It calls us to know the same of others as well. When we can easily recognize the communication style of another, then we can translate language, tone and style so that others can truly understand us and we them! This class is one element from a more expanded workshop – Communication and Effective Delegation – taught across the nation. You will leave the class effectively able to connect more deeply and meaningfully with others immediately! Suitable and essential for anyone who communicates with and especially charged with positively influencing others. Class elements include:

- Knowing our own communication style
- Recognizing the communication styles of others
- Vocabulary, communication style and body language that evokes understanding
- How to practice deeper connection and ON Purpose positively influencing others

10:00 am – 12:00 noon: There is one enduring game in sales – to Beat Last Year!

This high impact workshop focuses participants on Attitudes, Skills, Actions and Overarching Strategies to win this game this year and every year. Methods of enlisting customers as partners in your success, the tried and true components of servicing the professional customer are integrated into innovative methods of sales management. The role of the field account manager is clarified and the supportive coaching role of the executive leadership in sales is revealed. Innovative analysis methods, measurements that matter, must-do operational and merchandising fundamentals are emphasized in addition to hard hitting account management techniques that all lead to immediate measurable and profitable growth within your targeted customer base.

While this class is a snapshot of the full expanded Beat Last Year Sales Management Workshop, a handful of immediately applicable practices and attitudes will be given and are guaranteed to equip your team to Beat Last Year! The simple, easy to understand principles in this dynamic program will yield immediate and lasting results in your teams Attitude, Skills and Actions improving sales and profits right away.

This class is geared for Pro Customer Sales Staff, Sales Managers, Buying Staff and Senior Executives who know that sales success begins and ends with their teams ability to SELL!

Ken Wilbanks is a professional business consultant providing educational programs, financial and business process analysis, leadership development and executive coaching to the Lumber, Building Materials and Home Center industry. Ken's rich vocational experiences lend insight and clarity to topics spanning the entire scope of product and sales & operational training, merchandising, marketing, finance and team development. Ken develops and presents programs that are specifically designed to bring an increased level of professionalism, enthusiasm and profitability to individuals and teams of any size. Whatever the challenge, Ken will offer insights and creative solutions that help organizations establish and keep their competitive edge. Ken is a veteran of Home Depot, Lowe's, Ernst Home and Nursery, EBS Building Supply and other fine building material, hardware and lumber organizations throughout the nation. His career extends from entry level to executive responsibility over 30 years of experience, so Ken understands the unique challenges found in every area of this challenging business, especially the complex and rich opportunities faced by multi-location Mixed Dealers in this time of unprecedented industry.

Noon – 1:30 pm: Keynote Lunch, featuring Red's Great Tom Browning

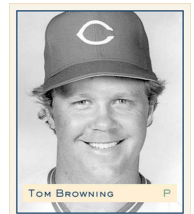
Sept. 16, 1988 is a date that will live forever in Reds lore as the night at Riverfront Stadium that a durable workhorse of a pitcher, Tom Browning, whose manager and teammates affectionately compared to a bulldog and referred to as "Puggy," attained a piece of baseball immortality by accomplishing one of the game's rarest feats – throw a perfect game. Tom was drafted by the Reds in 1982. Soon after, he learned how to throw a screwball, the pitch that helped get him to the big leagues, and that became his signature delivery throughout his career. Browning not only earned a spot in the rotation in 1985, but put together one of the great rookie seasons ever enjoyed by a Major League pitcher. His 20 wins were the most by a rookie since 1954 and the most by a Reds rookie since 1899.

For more than a decade, Tom Browning was inextricably linked with Cincinnati and the Reds. From his stellar rookie season to his unannounced departure from Game 2 of the 1990 World Series to see the birth of his son, Browning has given Reds fans a host of memorable moments. But for all of the memories he created here, none resonates more than the night he was perfect.

1:30 - 5:00 pm: Product Expo: Come join us and spend time with some of the best industry suppliers, as well as with fellow building material dealers. We'll have refreshments, cash drawings and much more. Come show your appreciation for the support these exhibitors have demonstrated by exhibiting – thanks to all!

5:00 – 6:00 pm: Past Presidents Reception: If you're joining us for the Banquet please come and mingle with members new and seasoned as we prepare to honor our Past Presidents and Award winners.

6:00 – 8:00 pm: Awards Banquet and Past Presidents Dinner: We will accomplish several things at the Banquet – we'll recognize the service of our Past Presidents and say Thank You to Eddie Masterson and Welcome to Craig Miller, we'll recognize two members: one with the Vendor of the Year Award and one with the 110% Award. In addition, we'll thank members who complete their time on the KBMA Board, and we will hold our brief but important Annual Meeting of the Members. We are also planning a special guest, so stay tuned.....



May 2 - 3, 2017

BUILDING

The Marriott Rivercenter
Covington, KY

Refund Policy

Requests for refunds on registration fee/tickets will not be honored after April 21, 2017



TICKETS AND BADGES WILL BE HELD AT THE REGISTRATION DESK

BRIDGES

DEALERS REGISTRATION FORM

COMPANY _____

ADDRESS _____

Please print all names below as to appear on badges. The company registration fee of \$50 and badge allow delegates to both Ken Wilbanks programs and the Product Expo. Tickets to "special events" are extra and may be requested below.

DELEGATES/SPOUSES

CONTRACTORS

_____	_____	_____
_____	_____	_____
_____	_____	_____

RESERVE TICKETS FOR THE FOLLOWING EVENTS: COMPANY REGISTRATION FEE \$ **50.00**

Tuesday, May 2

Tour of Arling Lumber, Primesource and Dyke Industries _____ tickets @ n/c \$ _____

Reds vs. Pirates – Tickets to Riverboat Deck – buffet dinner, 2 drink tickets and unlimited soft drinks included in the price _____ tickets @ \$80 \$ _____

Wednesday, May 3

Lunch – featuring Red's Great Tom Browning _____ tickets @ \$30 \$ _____

Awards Banquet _____ tickets @ \$60 \$ _____

Method of Payment: Check Enclosed Bill Me

Mastercard Visa

TOTAL DUE \$ _____

Card Number _____ Exp. _____ Code _____

Cardholder's Name _____ Billing Address _____

Mail Checks to:

Kentucky Building Materials Association
201 Townepark Circle, Suite 100
Louisville, KY 40243

Phone: (502) 245-6730
Fax: (502) 245-7283
Email: chris@kbma.net

The Marriott River Center
10 W Rivercenter Blvd.
Covington, KY 41011



Reservations (859) 261-2900
Cutoff Date - April 14, 2017

(mention KBMA/BMSA convention)