
Learning Management System

Industry Orientation: Sales

Week 1

Characteristics of Building Materials
Basics of Load Building
Mechanical and Material Handling
Yard Basics
Yard Safety

Week 2

Lumber 101
Common Sense Customer Service Techniques
Construction Management for LBM Salespeople
Estimating Math Essentials

Week 3

How a House Works: Exterior Shell
Working with Board Footage Structural
Design Principles

Week 4

Framing 1: Foundation & Floors
Framing 2: Walls
Framing 3: Roofs
Framing 4: Takeoff Tips & Formulas

Week 5

Common Sense Selling: Introduction
Common Sense Selling: Researching Prospects
Common Sense Selling: How Builders Make Money
Conquering Cold Calls

Week 6

Gross Margin & Markup
Decks 1: Components & Materials
Decks 2: Estimating Materials
Decks 3: Construction

Week 7

Windows 1: Components and Principles
Windows 2: Glazing and Energy Efficiency
Windows 3: Estimating and Installation

Week 8

Entry Doors: Components and Materials
Pre-hung Doors: Estimating & Installation
Insulation 1: Principles & Materials
Insulation 2: Estimating & Installation
Moisture Control 1: Fundamentals

Week 9

Vinyl Siding Systems
Vinyl Siding: Estimating & Installation
Wood & Fiber Cement Siding: Estimating & Installation
Wood & Fiber Cement Siding: Materials & Performance

Week 10

Load- Building Framing Packages
Load- Building: Organizing Framing Packages
Load- Building: Deck Packages
Delivery Driver Responsibilities

Week 11

Course 101:
Engineered Wood Basics 1: Understanding
Engineered Wood Products Engineered Wood
Basics 2:
Selling Engineered Wood

Week 12

Engineered Wood Basics 3:
Structural Wood Panel Grades and Applications
Engineered Wood Basics 4: Glulam Basics
Engineered Wood Basics 5:
APA Performance Rated I-Joists Basics



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