
Learning Management System

Industry Orientation: Sales

Week 1

Lumber 101

Week 2

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

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

Week 6

Windows: Components and Principles
Entry Doors: Components and Materials
Pre-hung Doors: Estimating & Installation

Week 7

Insulation 1: Principles & Materials
Insulation 2: Estimating & Installation
Moisture Control 1: Fundamentals

Week 8

Vinyl Siding Systems
Vinyl Siding: Estimating & Installation

Week 9

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

Week 10

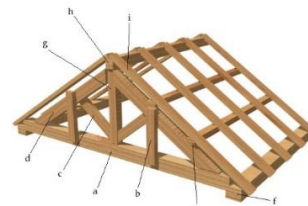
Load- Building Framing Packages
Load- Building: Organizing Framing Packages
Load- Building: Deck Packages
Delivery Driver Responsibilities

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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