

**Getting Power When You Feel Powerless - Harness the Potential of the Plant Tour**

Are you frustrated by installation errors and inaccurate building inspections? Are you tired of combating unfair building code change proposals or bad public policy that threaten to take away your ability to remain competitive? Are you overwhelmed by paperwork requirements and random workplace inspections?

If your answer to one or all of these questions is yes, you should participate in this workshop because whether it's with local building officials, area firefighters, state and federal lawmakers, or your framers and builders - having good lines of communication, trust and mutual respect is by far the most effective way to positively influence your market in your favor.

Your manufacturing facility, and the knowledge of your employees, is an overwhelmingly powerful tool at your disposal to build the relationships you need to succeed. In this workshop we will:

- Share industry best-practices on how to host a powerful and effective plant tours;
- Share examples of how and why past plant tours have helped a component manufacturers (CM) successfully address marketplace problems facing his or her business;
- Review the tools SBCA has created to help CMs in hosting a plant tour; and,
- Have an open discussion on positive ways CMs can connect with law makers, building officials, fire officials, specifiers, and local schools.

Bring your questions, comments and contributions. Together, we will keep BCMC alive throughout the year and continue *Building Community and Making Connections*.

**Workshop Schedule** – This 1¼ hour Workshop will be held on **Tuesday, May 13** at **2pm Eastern/1pm Central/12pm Mountain/11am Pacific**. TTT recertification credit, continuing education credit (CEU) and professional development hours (PDH) are available.

**Workshop Cost** – Component manufacturer companies that attended BCMC in San Antonio, TX in 2013 can attend this session for **FREE**. SBCA members receive a discount and pay by location instead of by person. The member cost is \$30 per location; the nonmember cost is \$60 per person. For more information, visit: [www.sbcindustry.com/workshop.php](http://www.sbcindustry.com/workshop.php).

**Missed a Workshop?** – Recordings of this Workshop will be available online shortly after the presentation. Let us know if you would like to purchase online access to it.

**[Thank you to our SBC Advertisers for Sponsoring the Workshops!](#)**  
***This Workshop is sponsored by MiTek.***



**YES, I/we will attend the Workshop on May 13.**

*(Invoices will be mailed after the event. Cancellations must be received by May 11.)*

**Please list the names of everyone planning to attend – Thank you!**

Your name(s): \_\_\_\_\_

Your company & email: \_\_\_\_\_

Please email your response to [tkutz@qualtim.com](mailto:tkutz@qualtim.com) by **Tuesday, May 12**  
or Fax to **608/274-3329**. Thank you! (If you have questions or would like to be removed from this list,  
respond to the above fax number or contact Trish at 608/310-6768.)