

WHAT'S IN IT FOR YOU

WHAT IT MEANS TO BE PARTNERS WITH US

SHERMAN LUMBER'S PARTNER PROGRAM IS FOR POLE BUILDING CONTRACTORS WHO WANT THE MATERIALS, SYSTEMS, AND SUPPORT FROM A SUPPLIER PARTNER THAT HELPS THE CONTRACTOR WIN MORE BUSINESS, ACHIEVE A GREAT REPUTATION, AND BUILD A SUSTAINABLE COMPANY THAT ALLOWS THE CONTRACTORS TO LIVE THE LIFE THEY DESIRE.

Unlike traditional material suppliers who do not understand the pole building contractor's world nor have insight into productivity innovations, Sherman Lumber is the only partner offering 1- fast and easy bidding software, combined with 2- comprehensive business support services, and 3 – quality materials and efficient systems that come with our 100% material list guarantee.

1. SherBid

We go the extra mile to empower you to win more business. Our fast and easy bidding software, **SherBid**, allows you to literally create building bids in 5-10 minutes or even faster.

SHERBID IS FAST AND EASY. IT'S THAT SIMPLE.

We provide training on using SherBid until you feel comfortable using it. Also, if for any reason you prefer not to use the software, *we're standing by to prepare the bids for you.*

Sometimes buyers will present you with unusual building conceptions and challenges. Our team has great depth of experience in the industry as well as partnering process know-how, and we're often available on short notice. We'd like to help you win the sale.

2. Business Support Services

As a business owner, you wear many hats. Some of your responsibilities you enjoy, and others are challenging, time consuming, and frankly, you'd rather not bother with them. This where we offer support unlike anywhere else.

YOUR SUCCESS IS OUR SUCCESS

Every contractor/reseller/partner has a unique business with unique strengths. You can excel in your business when you are freed up to focus on your strengths. When you choose to partner with us, we want to learn about your strengths and discover areas where we can offer to assist and empower you. When you are ready, we will schedule a meeting with you and learn about your business goals, as well as your personal goals. You may already know areas where you would appreciate assistance, and we'll propose others.

Here are some ideas regarding of the kind business support services we offer.

- **Sales:** sales process, sales administration, sales training, pricing strategy, bidding, overcoming objections, competitive positioning, upselling, managing expectations, creating urgency, follow up and reviews, and more.
- **Marketing:** graphic design, logo dev, branding, sales collateral, website development, advertising, SEO, video, social media, competition, niche/segmented market, messaging, positioning, differentiation, content, communication strategies, community outreach & support, and more.
- **Business/Strategic Planning:** vision, mission, core values, culture, leadership, goal setting, coordination, tactics, systems, procedures, staffing, mentoring, products/services, research and development, budgeting, and more.
- **Operations:** systems, procedures, scheduling, coaching, training, performance monitoring, activity measuring, crew influencing, ordering, managing, production, purchasing, equipment, capital, efficiencies, and more.
- **Safety:** training, processes, procedures, measuring and monitoring, equipping, leading, and more.
- **Human Resources:** hiring, training, culture, empowering, goal setting, software, benefits, payroll, retirement, insurance, establishing leadership per business plans and more.
- **Administration:** bookkeeping, insurance, corporate structure and reporting, taxes,
- **Financial:** banking, finance, fundraising, projections, capital expenditures, investments, monitoring and managing cashflow, reporting, feedback/adjusting, and more.
- **Professional Services:** accounting & legal referrals, advisory board, and more.

3. Materials & Systems w/our 100% Material List Guarantee

With over 40 years in the industry, Sherman Lumber has experienced nearly every conceivable way to build a post frame structure. Unlike a traditional lumberyard, our expertise is solely in post frame structures and this allows us to be a more powerful partner. Our systems bring an uncommon efficiency to order bidding, processing, and building.

Guarantee ~ You will get 100% of the materials ordered, delivered to anywhere you request.

If this does happen then there are two potential outcomes:

1. We will walk through the materials plan and show you where you are wrong, or
2. We made a mistake (very rare, almost never) and we will expedite the missing components to you doing everything in our power not to disrupt your project. We've had to make a midnight run over 500 miles once (that's a lot of thinking time), and we were glad to do it. We stand by our word.