

MIKE ANDERSON- N429

BEST IDEA

SUBMITTED YELLOWDIG ON 12-22-2023

Pot of Gold...



BEST IDEA SESSION

 **Michael Anderson**
Last Friday at 7:43 AM EST

 

Pot of gold can be used to inspire sales people to help moved aged inventory. Most starts are given a budget to use for spiffs for sales people. Allocate a certain amount of money and put the 5 oldest cars in, as each one is sold you add money to the pot, by Friday of each week, at lunch time the person at the end of the week that sells the oldest car in stock wins the pot of gold. If the oldest car is not sold, the pot rolls over into next week. The pot can start with what ever amount you want, so long as you add to it. The winner of the pot of gold must buy lunch for the sales team on Saturday morning and gets to keep the rest of the money as a tribute to their team mates. Everyone works hard to sell the oldest in stock, keeps it fresh in their mind and ultimately, most stores buy lunch on Saturday- now it comes from a sales person that won. Any adjustments can be made to the pot of gold. I was apart of this in the past. Its cool when you win, or you get a free lunch because someone found a way to get it done. Further, its even better when you get to pay it forward. Helps the team, helps the store and stops the bleeding for your used car department that has a break-even day before it starts costing your department money.

   