



Professional Series Pre-Course Work

5. In your role as a Direct Supervisor, what three things challenge you the most?

Self-reflect on the following question:

1. What is my purpose for attending this course?

My purpose for attending this course is to better understand how to control the inventory, manage obsolescent parts, and continuing to grow the business.

Thank you for your participation! See you in the course.

Learn or achieve from NADA

- 1) How to build a business plan
- 2) How to manage your time with all the OEM published info and contest and must reads.
- 3) Staffing and the Avg sales per Salesperson Employee
- 4) Average gross % per sales person
- 5) Average of gross as a % of all parts Employees
- 6) Average customers per outside sales rep
- 7) How to build pay plan for outside Rep where 2 people are being paid on one customer.
- 8) Better understanding of the parts reserve for obsolescence. When to actually write off.

Bring back to workplace

- 1) How to manage a profitable department
- 2) How to increase sales while holding gross
- 3) Prospecting & Marketing
- 4) How to handle difficult employees

How will it be shared?

- 1) Huddles
- 2) One on one meetings

What I learned, how will it be integrated

- 1) Put all changes in order by matter of importance
To myself and implement 1 at a time

Direct Supervisor 3 things that challenge most

- 1) Staffing
- 2) Expenses
- 3) Growth