

Wholesale Parts Goal

Goal - Create a rewards program for wholesale customers that gives them a discount when they purchase a certain amount of parts in a month, coupled with timely pay. Have this program created and released to our clients by the first of the year.

Why? -This will encourage our current wholesale customers to perhaps spend a little bit more per month in order to receive a discount, hence increasing our gross. Also, it might entice non customers to start purchasing from us. Lastly, it should help make sure all of our big accounts are paying on time.

How to Measure - Keep a spreadsheet that tracks all wholesale customers and their amount of purchases and payment records. These spreadsheets can have monthly tabs and include whether the business received the discount that month or not.