



Scan the QR Code above to see a full list of Spader's upcoming training programs!

Agenda

213 20 Group
Denver, Co
June 19-21

Pre-Meeting Homework

- Be prepared to discuss Inventory and Pricing Strategies
- Opportunity to bring Store related issues to group for discussion

Wed. 19 June 2024

6:00	Welcome and Confidentiality Chairman & Facilitator <ul style="list-style-type: none">◆ Welcome◆ Confidentiality Reminder – Outside of meeting, conventions, manufacturer and vendor meetings, restaurants, email, pictures, etc.◆ New Facilitator Introduction◆ Review Agenda◆ State of the Industry◆ Dealer Items to Cover – Parking Lot
7:00	Best and Worst Decisions since last meeting
7:45	Break
8:00	Best and Worst Decisions – Continue
9:00	Adjourn

Thur. 20 June 2024

8:00	Cash Flow Worksheet
8:45	Inventory Review
9:15	Break
9:30	Pricing Strategies (Group Discussion)
10:30	Management Report Set Review – Sales Department Focus
11:15	Group Objective Review <ul style="list-style-type: none">◆ Progress on objectives◆ Specific action Item to improve
12:00	Lunch
1:00	Dealer Led Discussion – Linstrom Equipment

◆ E Commerce

2:30 Break

2:45 Aftermarket Review

4:00 Adjourn

Friday: 21 June 2024

8:00 Housekeeping

◆ Next Meeting

◆ Other

8:15 Profitability Factors

9:00 Employee Productivity

9:45 Break

10:00 Projections Detail

11:00 Parking Lot – Wrap Up

12:00 Adjourn

Future Meeting Dates:

Nov 13-15 Savannah Ga

Feb 19-21 Pheonix, Az