

LEADING

An Inspired & Focused Inventory Team

Dan Craddock and Barry Swaney



BLUEPRINT 2019
PLANNING FOR A FLEXIBLE FUTURE

WHAT'S AT STAKE?

10%

30%

LEADING AN INSPIRED TEAM



1

You!

Influential leader

2

Team

Inspired - Focused

3

Vision

Where are we going?

4

Prepare

Equip the team

5

Execute

Deliver results

INFLUENCIAL LEADER

1

YOU

FINANCIAL ATMOSPHERE

COMM STRATEGY

EXPOSURE

INVEN ANALYTICS

IMPROVE

TEAM DEVELOP

PREPARATION

BLUE CHIP PRACTICE

EXECUTION

CHAMPION

HIRING EXCELLENCE

WORLD CLASS REPLENISHMENT

POSITIONING

TO MANAGEMENT TEAM:

Quarterback
Consultant
Key to Success
Eyes & Ears
Team Leader
Program Leader
Sidekick



TO INVENTORY TEAM:

Ambassador
Coach / Mentor
Lifeline
Diplomat
Toughest Critic
Biggest Supporter
Leader

THE TALE OF TWO LEADERS

RESPECT



INFLUENCE



RESULTS

3 QUESTIONS

2 TEAM

1

Can I
TRUST You?

2

Do You
CARE
About Me?

3

Are You
Committed to
EXCELLENCE?

THE 3 QUESTIONS

1

Can I
TRUST You?

2

Do You
CARE
About Me?

3

Are You
Committed to
EXCELLENCE?

THE 3 QUESTIONS

WHERE ARE WE GOING?

3 VISION

WHERE ARE WE GOING?

**to be the most respected
team in the company**

3

VISION

PROACTIVE

BIG-PICTURE

INNOVATIVE

ANALYTICAL

PROFESSIONAL

STRATEGIC

COLLABORATIVE

FINANCIALLY SAVVY

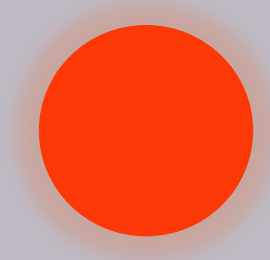
LISTENER

TEAM IDENTITY



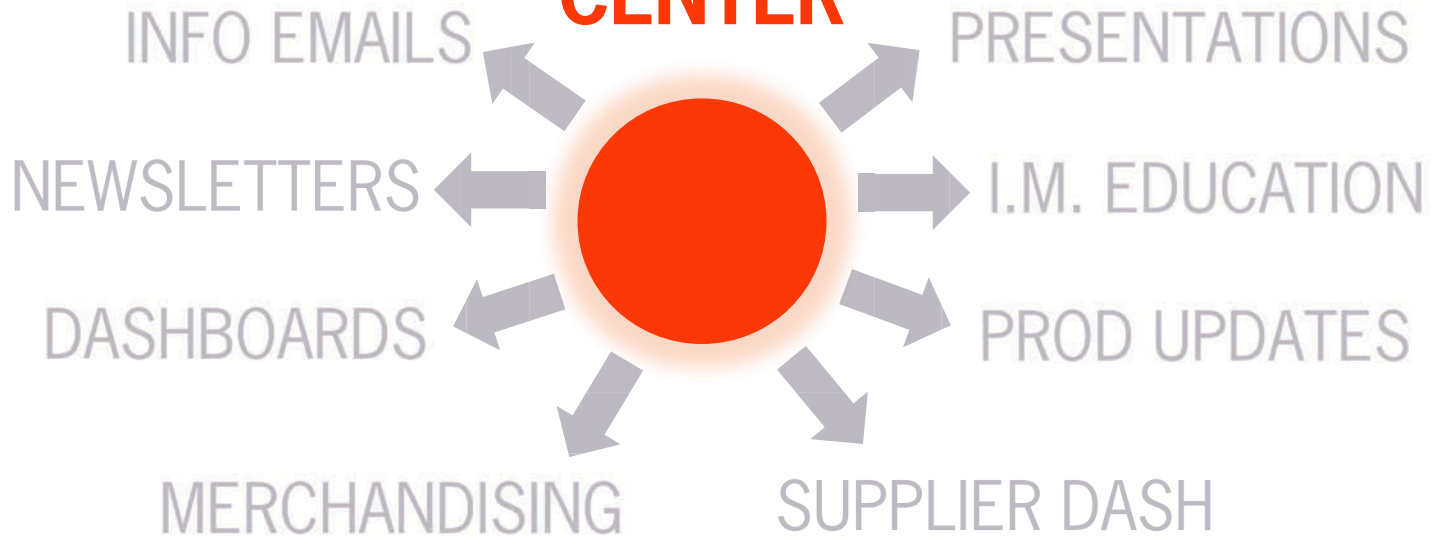
from
the dark corner...

...to the center!



TEAM POSITION

THE CENTER



TRUSTED SOURCE OF INFO




RESULTS

EQUIP THE TEAM

4

PREPARE

THE PRINCIPLES

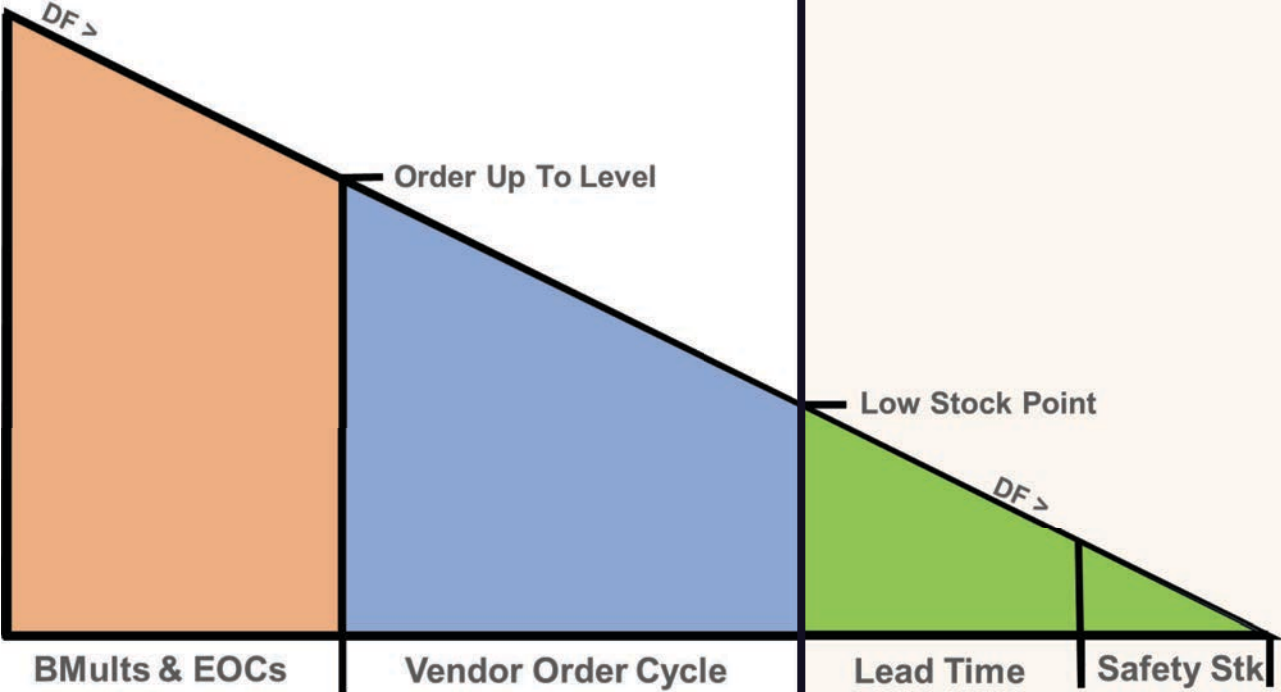
- 
1. Demand Forecasting
 2. Lead Time Forecasting
 3. Order Cycle Analysis
 4. Service Level Management
 5. Replenishment
 6. Special Order Opportunities
 7. Order Validity Analysis

HOW MUCH TO BUY?

Inventory Levels

WHEN TO BUY?

Service Attained



HOW THE SOQ OCCURS



HAVE THEM SHOW YOU

OUR TEAM REPORT CARD

100,000	SALES
75,000	- COST OF GOODS
<hr/>	
25,000	= GROSS PROFIT
23,000	- OPERATING EXPENSE
<hr/>	
2,000	= NET PROFIT

HIRING & DEVELOPING
PERSONALITY STYLES
STRENGTH-BASED TEAMS
LEADERSHIP
TEACHING & COACHING

COMMUNICATION
WORLD CLASS SERVICE
SALES *for* NON-SALES
PRESENTATION SKILLS
NETWORKING

BUS FINANCE 101
INCOME STATEMENT
ROI CASE STUDIES
BUSINESS PLANNING
PERSONAL FINANCE



PEOPLE & NUMBERS DEVELOPMENT

DELIVER RESULTS

5

EXECUTE

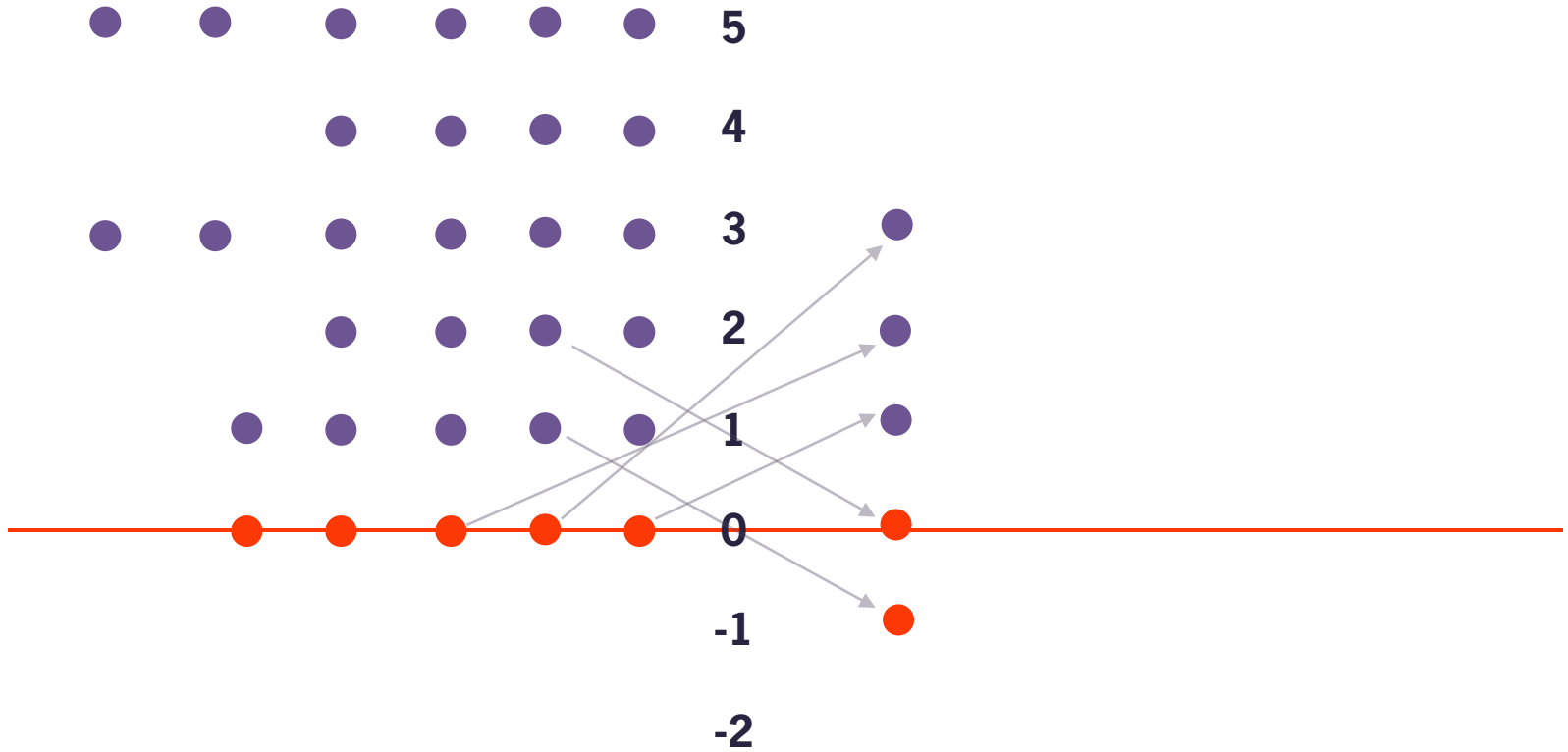
STRONG SET-UP

DISCIPLINED DAILY REPLENISHMENT

INTELLIGENT REFINEMENT

MORNING VIEW

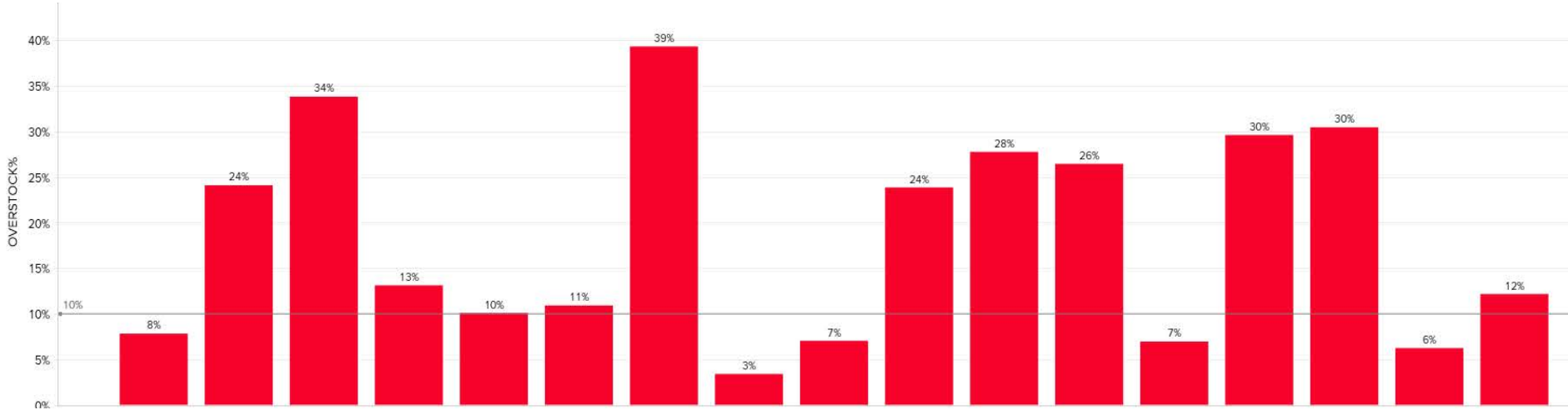
REALITY



NUMBERS TO WATCH

EXECUTE

OVERSTOCK % BY ANALYST



OVERSTOCK %

HOW MUCH TO BUY?

Inventory Levels

§ONE DAY INVEN

250k

§BUY MULT DAYS

12

§EFF ORDER CYCLE

21

WHEN TO BUY?

Service Attained

§DELAY DAYS

28

§LEAD TIME FCST

14

3.0 CUSHION DAYS

§SAFETY STOCK

10

98.5% SERVICE GOAL

\$ONE DAY INVEN
40.5M

\$DISC & MANUAL
7.5M

\$FORWARD BUY
5.0M

\$RESERVE & HELD
1.5M

\$PROMO
1.3M

\$MANUAL MINS
2.0M

YOUR INVESTMENTS

LEADING AN INSPIRED TEAM



1

You!

Influential leader

2

Team

Inspired - Focused

3

Vision

Where are we going?

4

Prepare

Equip the team

5

Execute

Deliver results

BLUEPRINT 2019
PLANNING FOR A FLEXIBLE FUTURE

NEXT CHAMPION'S TRAINING CAMP

September xx, 2019

BLUEPRINT 2019
PLANNING FOR A FLEXIBLE FUTURE

GO DELIVER YOUR BEST YEAR EVER