

MAKING A CHAMPION

Your Results Driver

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BLUEPRINT 2019
PLANNING FOR A FLEXIBLE FUTURE

WHAT'S AT STAKE?

10%

30%

WHAT'S AT STAKE?

30% Inventory Reduction Potential

3% ROI

SO WHAT?

Original Company

100,000,000 AnlRev

10,000,000 Inv

3,000,000 ROI

30% ROInv.In

New Lean Company

100,000,000 AnlRev

7,000,000 Inv

3,000,000 ROI

43% ROInv.In

Added Bus Unit

42,857,143 AnlRev

3,000,000 Inv

1,285,714 ROI

43% ROInv.In

Combined Business

142,857,143 AnlRev

10,000,000 Inv

4,285,714 2% ROI

43% ROInv.In

2 KEYS TO SUCCESS

**ALL-IN
MANAGEMENT**

**EMPOWERED
CHAMPION**

ALL-IN MANAGEMENT

ALL-IN MANAGEMENT



1

Prepare for Financial Success

2

Recruit & Inspire Great Talent

3

Raise the Company's Inventory IQ

4

Be Active in the Journey

5

Network with Other Winning Teams

1 Prepare for Financial Success

ALL-IN MANAGEMENT





OPERATIONAL
SOFTWARE

or

PROFIT
ACCELERATOR

WORLD CLASS REPLENISHMENT

2 Recruit / inspire great talent

ALL-IN MANAGEMENT



3 Raise the company's Inventory IQ

ALL-IN MANAGEMENT



4 Be active in the journey!

ALL-IN MANAGEMENT



EMPOWERED CHAMPION



EMPOWERED CHAMPION



MAKING A CHAMPION



1

Find a Franchise Quarterback

2

Position Them for Success

3

People & Numbers

4

Development
Build Team Identity Around Them

5

Then...Start Playing Offense



All Pro Inventory Analyst
Great Coach, Patient Listener
Financially Savvy
Bridge Builder



FRANCHISE QB

POSITIONING

MANAGEMENT
TEAM



INVENTORY
TEAM

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

RESPECT



INFLUENCE



RESULTS



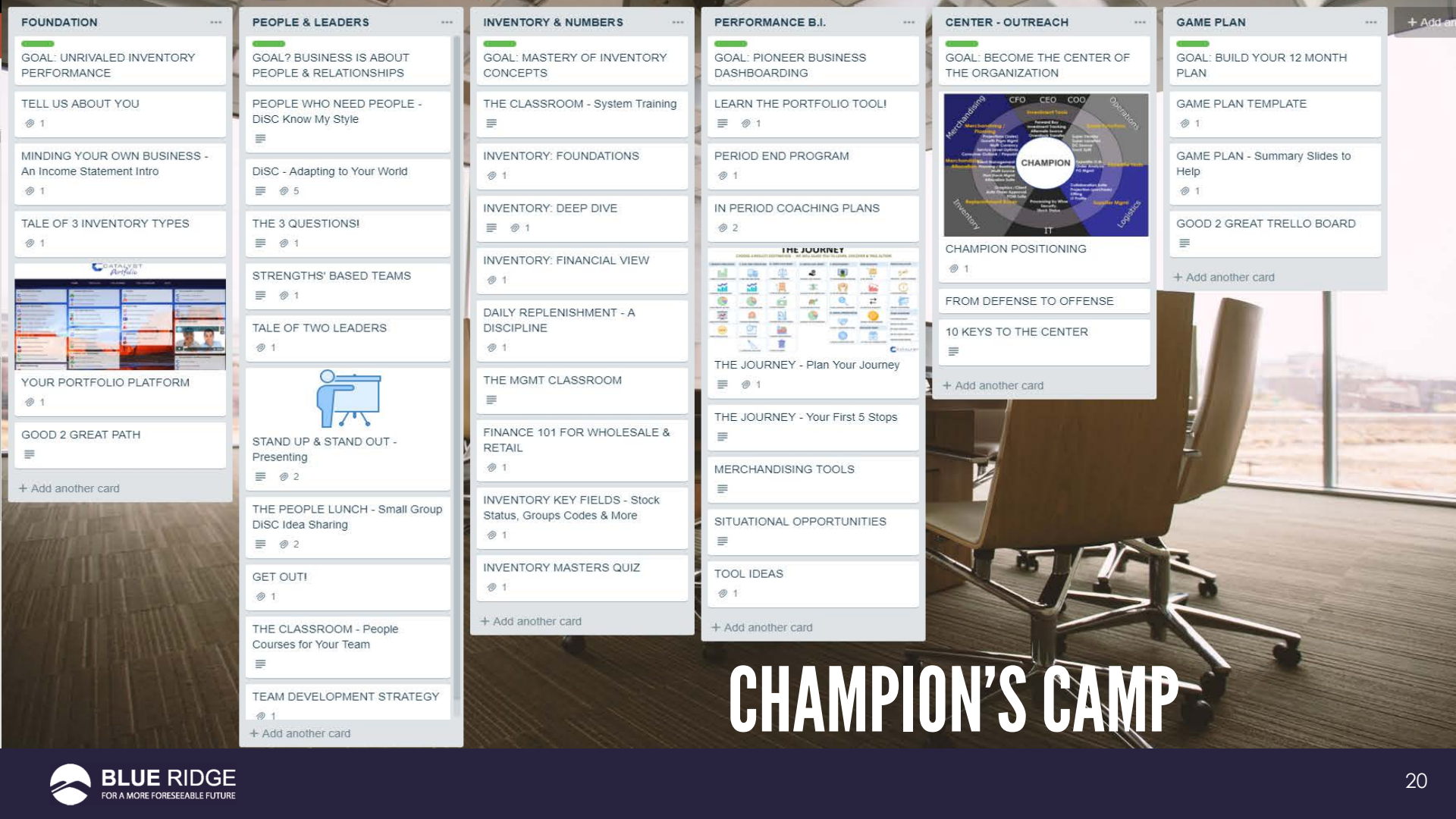
HIRING & DEVELOPING
PERSONALITY STYLES
STRENGTH-BASED TEAMS
LEADERSHIP
TEACHING & COACHING

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



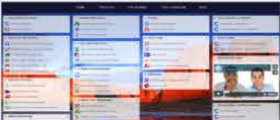
FOUNDATION ...

GOAL: UNRIVALED INVENTORY PERFORMANCE

TELL US ABOUT YOU
🔗 1

MINDING YOUR OWN BUSINESS - An Income Statement Intro
🔗 1

TALE OF 3 INVENTORY TYPES
🔗 1



YOUR PORTFOLIO PLATFORM
🔗 1

GOOD 2 GREAT PATH
☰

+ Add another card

PEOPLE & LEADERS ...

GOAL? BUSINESS IS ABOUT PEOPLE & RELATIONSHIPS


PEOPLE WHO NEED PEOPLE - DISC Know My Style
☰

DiSC - Adapting to Your World
☰ 🔗 5

THE 3 QUESTIONS!
☰ 🔗 1

STRENGTHS' BASED TEAMS
☰ 🔗 1

TALE OF TWO LEADERS
🔗 1



STAND UP & STAND OUT - Presenting
☰ 🔗 2

THE PEOPLE LUNCH - Small Group DISC Idea Sharing
☰ 🔗 2

GET OUT!
🔗 1

THE CLASSROOM - People Courses for Your Team
☰

TEAM DEVELOPMENT STRATEGY
🔗 1

+ Add another card

INVENTORY & NUMBERS ...

GOAL: MASTERY OF INVENTORY CONCEPTS

THE CLASSROOM - System Training
☰

INVENTORY: FOUNDATIONS
🔗 1

INVENTORY: DEEP DIVE
☰ 🔗 1

INVENTORY: FINANCIAL VIEW
🔗 1

DAILY REPLENISHMENT - A DISCIPLINE
🔗 1

THE MGMT CLASSROOM
☰

FINANCE 101 FOR WHOLESALE & RETAIL
🔗 1

INVENTORY KEY FIELDS - Stock Status, Groups Codes & More
🔗 1

INVENTORY MASTERS QUIZ
🔗 1

+ Add another card

PERFORMANCE B.I. ...

GOAL: PIONEER BUSINESS DASHBOARDING

LEARN THE PORTFOLIO TOOL
☰ 🔗 1

PERIOD END PROGRAM
🔗 1

IN PERIOD COACHING PLANS
🔗 2



THE JOURNEY - Plan Your Journey
☰ 🔗 1

THE JOURNEY - Your First 5 Steps
☰

MERCHANDISING TOOLS
☰

SITUATIONAL OPPORTUNITIES
☰

TOOL IDEAS
🔗 1

+ Add another card

CENTER - OUTREACH ...

GOAL: BECOME THE CENTER OF THE ORGANIZATION



CHAMPION POSITIONING
🔗 1

FROM DEFENSE TO OFFENSE

10 KEYS TO THE CENTER
☰

+ Add another card

GAME PLAN ...

GOAL: BUILD YOUR 12 MONTH PLAN

GAME PLAN TEMPLATE
🔗 1

GAME PLAN - Summary Slides to Help
🔗 1

GOOD 2 GREAT TRELLO BOARD
☰

+ Add another card

CHAMPION'S CAMP

PROACTIVE

BIG-PICTURE

INNOVATIVE

ANALYTICAL

PROFESSIONAL

STRATEGIC

COLLABORATIVE

FINANCIALLY SAVVY

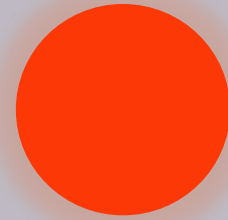
LISTENER

TEAM IDENTITY



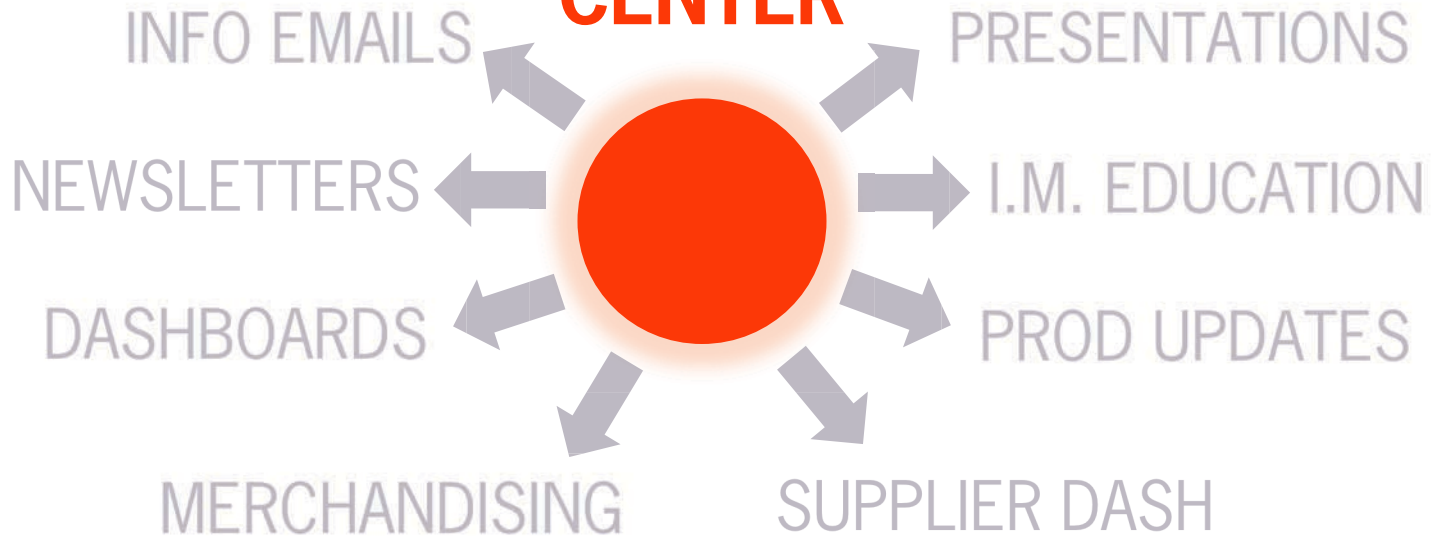
from
the dark corner...

...to the center!



TEAM IDENTITY

THE CENTER



PLAY OFFENSE

MAKING A CHAMPION



1

Find a Franchise Quarterback

2

Position Them for Success

3

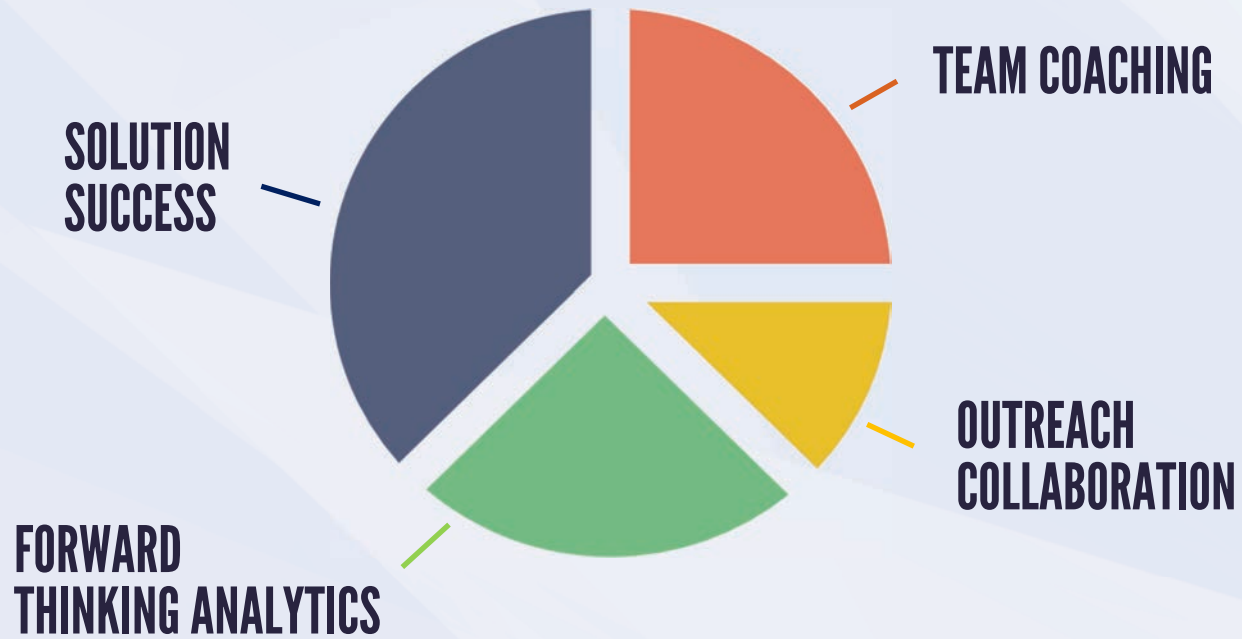
People & Numbers

4

Development
Build Team Identity Around Them

5

Then...Start Playing Offense



CHAMPION'S TIME

GREAT CHAMPIONS

*Encourage,
but are never satisfied*

GREAT CHAMPIONS

*Protect from danger,
but Expose to reality*

GREAT CHAMPIONS

Listen

GREAT CHAMPIONS

*Don't blame,
They fix*

GREAT CHAMPIONS

*Network with other
Champions*

GREAT CHAMPIONS

*Make change,
Stand for values that don't change*

GREAT CHAMPIONS

*Make unexpected
connections*

GREAT CHAMPIONS

Make more Champions

BLUEPRINT 2019
PLANNING FOR A FLEXIBLE FUTURE

NEXT CHAMPION'S TRAINING CAMP

September xx, 2019