(Mr. Tenkey's Tips # 362) www.mrtenkey.com

July 29, 2020

Dear Management: You have a GREAT branch to propose to the "powers to be" in your company.

But you're LOST as to what to provide... to get that big thumbs up, you so desperately want.

Well, it's actually pretty easy... just provide these KEY items...

1 - Keep it SIMPLE!

2 - Provide them, the avg mthly production (units and volume)... at 100% capacity.

3 - Provide them, the avg product mix of said production.

4 - If it's a net branch, "called by another name of course"... what are the margin splits? Note - refer to #1 above...

4 - Provide them, a list of employees and who gets paid what? Note - refer to #1 above...

5 - Provide them, the costs associated with spacing needs and any "out of the ordinary" costs. Like the branch manager spends $10,000 a month on radio ads... to hear himself talk. Note - refer to #1 above...

And you're done... everything else can be estimated... by assuming that costs that would be, if this were a normalized branch.

Provide that... don't lie... and there's no reason a decision cannot be made in your favor.

Good luck!