



Managing Parts at Multiple Locations

Inventory Management

- Aggregated Network Inventory Planning
- Distribution Models
- Procurement Strategies
- Rebalancing Inventory
- Slowing Moving Parts Concepts
- Network Wide Inventory Accuracy
- Standard Operating Procedures

Growing Parts Sales

- Improving Counter Skills and Upselling
- Centralized Marketing
- Coordinated Merchandising and Point-of-Sale
- Synchronized Promotional Events
- Promotional Pricing in a Network
- Achieving a Common Look and Feel Across Locations

Talent Management

- Today's talent landscape
- Managing People vs. Managing Managers
- Preparing for Employee Turnover
- Assisting with the Hiring Process
- Succession Planning / Grooming Future Managers
- Becoming the Safety Champion
- Motivating Parts Employees

Business Management

- Using Metrics to Manage a Network
- Implementing a Business Review Process
- Organizational Structures for Multiple Locations
- Keeping Parts in the Spotlight