



**THE
DISTRIBUTION
TEAM**

ONE DAY BRANCH MANAGER WORKSHOP

(MORNING SESSION 8AM-NOON)

DRIVING NET PROFIT

- Role of distribution in the supply chain
- Understanding your value
- Hunting for cash
- Understanding the expenses
- Motivating others to hunt cash
- Inventory is cash
- The cost of mistakes

PROFITABLE INVENTORY MANAGEMENT

- Inventory accuracy
- Inventory performance metrics
- Investing in profitable products
- Diagnosing poor performing lines
- Product movement analysis
- Internal gross margin improvement
- Strategic pricing models
- Developing a local product mix
- Dead stock management
- Managing branch transfers

DRIVING CUSTOMER PROFITABILITY

- Understanding the cost to serve
- Ranking customers by net profit
- Allocating resources by contribution to profit
- Changing the net profit picture
- Keeping your most profitable customers
- Expanding sales with the right customers

(AFTERNOON SESSION 1-4PM)

MEASURING RESULTS

- Branch scorecard metrics
- Driving improvement

LEADING THE TEAM

- Effective communication
- Understanding generational differences
- The difference between management and leadership
- Time management
- Leadership styles
- Delegation versus empowerment
- Engaging employee creativity
- Hiring versus recruiting
- Employee evaluations
- Employee development plans
- Integrity

WRAP UP

- What are you going to do next?