



**THE
DISTRIBUTION
TEAM**

TWO DAY BRANCH MANAGER WORKSHOP

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

COVERING YOUR ASSETS

- Protecting the inventory
- Securing the warehouse
- Inventory Accuracy
- Preventative maintenance
- Developing a safe environment

PROFITABLE INVENTORY MANAGEMENT

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

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
- Using your key customers to drive new products

THE EFFICIENT OPERATION

- Developing a team environment
- The internal customer
- Warehouse layout
- Bin location strategy
- Technology in operations

MEASURING RESULTS

- Monthly scorecards
- Creating buy in
- Rewarding performance

LEADING THE TEAM

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

WRAP UP

What are you going to do next?