

All Solomon Coyle consulting solutions aim at better profitability, efficiency, productivity, and customer relationships. Working with clients across North America, we focus on real-world recommendations with achievable work plans and measurable results.

Strategic Solutions: Defining and fine-tuning a direction that sustains you

Through our years of working with dealer principals and their leadership teams, we've found that the greatest value in strategic planning is in the process, not in the formal plan. This perspective leads to plans that embody clearer focus, smarter strategy, greater accountability, sharper execution and better overall business performance.

Solomon Coyle planning services can be scaled and tailored to meet the needs of a wide variety of situations. **Dealer of the Future** aids in planning for long-term returns and viability. **Business Planning** focuses on the next 12 months, producing a one-page business plan with achievable objectives and measurable progress. Dealer principals who want to amp up performance through refreshed perspectives should consider our **Executive Coaching**.

Operational Solutions: Fixing the things that stand in the way of achieving your potential

Financial performance is paramount when we consult on operational concerns. As a result, client dealerships typically experience significant increases in installed margin and operating profit within just a few months.

Our **Dealer Self-Assessment & Gap Analysis**, **Dealer Diagnostic** and **Dealer Development** solutions represent a crawl/walk/run approach to performance improvement. The **Furniture Services Operations Review** is a standalone opportunity to discover how you can deliver higher value—and drive profitability—on furniture operations (warehouse, delivery, installation, and related services). **Compensation Planning and Program Development** aims at optimizing the contribution of key business assets and processes.

HR Solutions: Best-practice management of your most important business assets

What talent...what structure...what culture...would make your organization more successful? What do you need to know about employment regulation in order to protect and grow your business? To help dealers

Learn how we can help you.

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answer these and far more specific questions, Solomon Coyle has partnered with Assessment Technologies Group and HRAnswerLink, each a national leader in human resource management services.

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