

Dealer Management Development for Contract Furniture Dealers

Impact Matrix

Learn how we can help you.

solomoncoyle.com | info@solomoncoyle.com | (703) 574-9100

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WHAT WE TEACH AND HOW IT IMPACTS DEALER EFFECTIVENESS

DEALER SUCCESS FACTORS

All sessions are delivered as group webinars.

Strategic Planning & Execution
 Well-Defined Business Model
 Strong Financial Position
 Superb Selling Organization
 Operational Excellence

BUSINESS STRATEGY					
State of the Industry Overview	●	●	●	●	●
Understanding the Business Life Cycle	●				
Dealer Economics		●	●		
Business Planning	●	●	●		
Organizational Structure	●			●	●
Transition Management	●		●	●	●
FINANCIAL PERFORMANCE					
Installation Economics			●		●
Margin Erosion: Causes and Avoidance		●	●	●	●
Financial Benchmarking	●	●	●		
TALENT MANAGEMENT					
HR Management Principles and Best Practices		●		●	●
Role Definitions and Job Descriptions	●	●		●	●
Compensation Design and Implementation		●	●	●	●
Onboarding and Engagement				●	●
Applying State-of-the-Art Assessment Tools	●		●	●	●
QUOTE TO INVOICE PROCESS					
Objectives and Best Practices		●	●	●	●
SALES & MARKETING					

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Contact us to learn more and to set up a program date for your organization.

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