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Agenda

20 Group 006

President Abraham Lincoln Springfield
701 E. Adams St.
Springfield, IL 62701
217-544-8800

What to Bring:

- Spader Meeting Binder (with blank forms, name tent, dealer visit packet, etc.)
- Laptop with a charging cord and mouse (preferably with larger screen, Chrome and Adobe Reader installed)
- 20 printed copies of your Best Idea

What to Do:

- Be on time. We'll start at 7:30am sharp. Breakfast will be in the room before the meeting
- Download the report Donavon will send out prior to the meeting
- Be prepared to participate

Tuesday: July 9, 2024

7:30

Welcome and Confidentiality!

Goal: To get the meeting off to a smooth start

- Confidentiality Reminder – Outside of meeting, conventions, manufacturer and vendor meetings, restaurants, group email accounts, photos, etc.
- Bylaws Violations – Confidentiality, missing numbers & budgets, past due accounts, missed meetings.

Update from Ray Citte RV about any changes since the group's visit

7:50

How's Business & Roundtable Discussion Items

Goal: To get the members' perception of trends, markets, products, etc. from your market area.

- All members will give a verbal 7-minute report about their "gut feel" of business in the last 3-4 months, shows, regional market conditions, employees, etc.
- From each dealer we'd like to know how they expect the next 6 months to play out
- Gather current issues from any members who did not submit via email or any new issues that have recently arisen

9:00

Break

9:15

How's Business – Continued

10:00	Industry Statistics and Key Metrics <ul style="list-style-type: none"> • Review what's going on in the Powersports, Marine and RV industries • Analyze the 3-year trend of key metrics critical to the current operating environment
10:30	Break
10:45	Key Metrics - Continued
11:15	Roundtable Discussion Items <ul style="list-style-type: none"> • #9 to walk group through their F&I process and best practices
12:00	Lunch in Meeting Room
1:00	Dealer Visit Introduction / Dealership Analysis – Colman's RV Goal: For the host dealership to give a story, history, and any relevant information about the dealership to visiting members. <ul style="list-style-type: none"> • Host dealership should provide introductory material to all visiting members. This can be a written report prepared before the meeting, with maps and/or lists to make the material easy to understand. • Host dealership to identify concern areas for groups • Review 2024 Budget for Colman's RV • Compare the host dealer's numbers to other members of the group. Identify areas where the host could learn from other members and other members could learn from the host <p>Divide group into teams for the dealer visit</p>
2:00	Break for Dealer Visit <ul style="list-style-type: none"> • Drop any unneeded items in room, etc.
2:10	Depart for Dealer Visit <ul style="list-style-type: none"> • The group will travel to the dealership which is approximately 15 minutes from the hotel.
2:30	Dealer Visit Goal: Do an in-depth assessment of member dealership to improve their procedures and processes <ul style="list-style-type: none"> • Host dealership will give the group a dealership tour to orient visiting members where all departments are located, introduce dealership personnel, etc. (Stay together as a group) • Separate team groups disperse as teams and evaluate their identified area(s) using the evaluation sheets as a "guide" <p>When team evaluation is complete, individuals may do their own evaluation and visit other departments</p>
4:30	Return to Hotel
6:00	Dinner – Indigo Restaurant (www.indigocuisine.com)

Wednesday: July 10, 2024

7:30

Form Into Groups – Discuss Review Topics

- Groups should form up into their teams to discuss the key items they'll present to the host dealer.
- Review should focus on opportunities that will help in the following areas.
 - Efficiency improvements
 - Financial return
 - Risk reduction
 - Others deemed important by the review teams

7:45

Dealer Visit Review

Goal: Provide the owner and General Manager with an evaluation by department of their dealership

- Each group evaluation will be presented by the team captain (first) and then other members of the team (approximately 15 minutes)
- Other group members can add any other observations by department and not noted by the team
- Please do not repeat observations
- **Host members may not respond to questions or statements** but should note questions and respond during their time once all groups have presented

9:00

Break

9:15

Host Gains Clarity on Suggestions

Goal: Allow host to respond to dealer visit, ask for clarification from notes, and discuss group suggestions, etc.

- At the completion of the individual critiques, host member responds to group evaluations, asks for clarification from notes, etc. (approximately 15-20 minutes)
- Group discusses with Host the Top 3 items that should be addressed as soon as practical

10:00

Management Report Set Review

Goal: Discuss other key metrics from the Management Report Set that members should be monitoring

10:30

Break

10:45

Management Report Set Review – Continued

12:00

Lunch in Meeting Room

1:00	Management Report Set Review - Continued		
2:00	Review Prior Meeting Objectives Goal: Members will report on their previous objectives and whether they were achieved or not. If not, why not?		
2:30	Break		
2:45	Budget Adjustment Exercise / Set New Objectives Goal: Members will break into groups and examine the Budget Progress Report and work together to decide what adjustments need to be made NOW to maximize performance for the remainder of the year. The top 1-3 action items should be documented as meeting objectives.		
3:45	Share New Objectives with Entire group For Approval		
4:00	Best Idea		
4:30	Group Business <ul style="list-style-type: none"> • Future meeting dates • Number of dealer visits per year • Feedback sheets • Roster updates • Number One Takeaway from Meeting 		
5:00	Adjourn		
6:00	Dinner – Westwoods Lodge (westwoodslodge.com)		
Future Dates	Oct 9-10, 2024	Milroy, PA (#12)	Budget Mtg
	March 24-25, 2025	Jasper, GA (#9)	
	July 7-8, 2025	Lawton, OK (#5)	
	Oct 6-7, 2025	TBD	Budget Mtg
	March 23-24, 2026	TBD	
	July 7-8, 2026	TBD	Tues/Wed for July 4?