

# Agenda: December 2024



---

## FE205

### The Westin Nashville

807 Clark Place  
Nashville, TN 37203  
P: 615.248.2800

#### **Meeting Room: Gulch III**

---

#### **Thursday, December 12, 2024**

7:30 AM – 8:00 AM Breakfast in Meeting Room  
8:00 AM – 5:00 PM 20 Group Meeting  
12:00 PM – 1:00 PM Lunch in Meeting Room  
Group Dinner TBD

#### **Friday, December 13, 2024**

6:30 AM – 7:00 AM Breakfast in Meeting Room  
7:00 AM – 10:30 AM 20 Group Meeting

---

Highly detailed and sensitive operational information will likely be shared at this meeting. Let us be reminded of the confidential nature of the information and the importance of compliance with the antitrust laws. Our purpose is to enhance the performance of each group Member's operations through individual decisions and actions of each Member. There are to be no agreements, oral, tacit, or otherwise, by which coordinated or cooperative actions are to be taken, whether in connection with buying or selling either goods or services. Similarly, though we may discuss manufacturers and their practices, no concerted or cooperative action, other than expressing our views on a subject, are to be taken.

## Moderator and Client Success Specialist Team

**John Spader**  
800.772.3377

Executive Conference Moderator  
jspader@ncmassociates.com

**Jerry Micke**  
800.772.3377

Client Support Specialist  
jmicke@ncmassociates.com

**Shontelle Johnson**  
800.772.3377

Meeting Specialist  
sfmeetingcoordination@ncmassociates.com

---

## Executive Committee

**Jim Haynes**

Chairperson  
Co-Chairperson

Term Expires: Month Year  
Term Expires: Month Year

**Group Listserv**

205@group.ncmassociates.com

---

## Composite Run Date

The group-requested mandatory run date for your composite is the **25th of every month\***.

\*The group or the NCM team may select a run date before/after the mandatory monthly run date to use current data for a meeting composite. The deadline will be communicated to the group if it is running earlier or later than normally scheduled.

## Meeting Checklist/Meeting Prep

☐ Click or tap here to enter text.

## Thursday, December 12, 2024

---

7:30 AM      **BREAKFAST IN MEETING ROOM**

8:00 AM      **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, missed meetings.

8:05 AM      **HOW'S BUSINESS**

10:30 AM      **1ST DEALER PRESENTATION & BUDGET REVIEW ANSWERING THESE QUESTIONS**

- What is your target budget for 2025?
  - What are the key differences from 2024?
  - What do you feel is the low to high range 2025 could be?
- What are your key underlying assumptions for your 2025 budget and plan?
- Do you have any key metrics or decision points for changes of plan for 2025? If so, please describe.
- If needed, what would further “cuts” look like in your organization?
  - Positions, layers, etc
  - Key expenses / investments other than people that may be cut or postponed
- What is your sold ahead position and how does it compare to most years?
- How would you describe your inventory position now? For the foreseeable future?

11:20 AM      **2ND DEALER REVIEW**

12:10 PM      **LUNCH IN MEETING ROOM**

1:00 PM      **3RD DEALER REVIEW**

1:50 PM	<b>4TH DEALER REVIEW</b>
2:40 PM	<b>BREAK</b>
3:00 PM	<b>5TH DEALER REVIEW</b>
3:50 PM	<b>6TH DEALER REVIEW</b>
4:40 PM	<b>RECAP AND ROUNDTABLE TIME</b>
5:00 PM	<b>ADJOURN</b>

## Friday, December 13, 2024

---

6:30 AM	<b>BREAKFAST IN MEETING ROOM</b>
7:00 AM	<b>DISCUSSION ON USED EQUIPMENT PHILOSOPHY &amp; PLANS FOR 2025</b> <ul style="list-style-type: none"><li>• What is your plan A?</li><li>• What is your plan B?</li></ul>
8:30 AM	<b>BREAK</b>
8:45 AM	<b>HOUSEKEEPING</b>
9:15 AM	<b>SMALL GROUPS BREAKOUTS</b>
10:30 AM	<b>ADJOURN</b>