

Agenda: February 2025



FE221

Senna House Hotel Scottsdale, Curio Collection

7501 E. Camelback Rd
Scottsdale, AZ 85251
480.946.5500

Meeting Room: 221 – Turquoise/Quartz. Capacity 30-32

Monday, February 17, 2025

8:00 AM – 4:30 PM 20 Group Meeting

Tuesday, February 18, 2025

8:00 AM – 4:30 PM 20 Group Meeting

Wednesday, February 19, 2025

8:00 AM – 12:00 PM 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

Scott Miller
802.309.1176

Executive Conference Moderator
smiller@NCMAssociates.com

Kayla Triebwasser
800.756.2620

Client Support Specialist
ktriebwasser@ncmassociates.com

Shontelle Johnson
800.756.2620

Meeting Specialist
sfmeetingcoordination@ncmassociates.com

Executive Committee

Greg Mosness

Chairperson
Co-Chairperson

Term Expires: Month Year
Term Expires: Month Year

Host

Group Listserv

221@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.

What to Bring

- ☐ Organizational Structure

Pre-Meeting Homework

- ☐ Be prepared to discuss Organizational Structure / email copy to Scott Miller by February 14 if available.
- ☐ Be prepared to discuss Opportunities for growth next 18 months.
- ☐ Complete online portion of How's Business by Feb 14, 2025.
- ☐ Have Best Idea submitted by Feb 14, 2025.
- ☐ Submit budgets in NCM portal by January 25, 2025, if available.

Monday, February 17, 2025

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|----------|--|
| 8:00 AM | WELCOME AND CONFIDENTIALITY CHAIRMAN & MODERATOR <ul style="list-style-type: none">• Welcome• Confidentiality Reminder – Outside of meeting, conventions, manufacturer and vendor meetings, restaurants, email, pictures, etc.• Review Agenda• Dealer Items to Cover – Parking Lot |
| 8:15 AM | HOW'S BUSINESS? BEST AND WORST IDEA SINCE LAST MEETING? |
| 10:00 AM | BREAK |
| 10:15 AM | STATE OF THE INDUSTRY <ul style="list-style-type: none">• Industry Trends• 20 Group Average vs. Industry• Compare My Dealership |
| 11:00 AM | IDENTIFYING HIGH IMPACT AREAS |
| 12:00 PM | LUNCH |
| 1:00 PM | 2025 BUDGET REVIEW |
| 2:15 PM | BREAK |

2:30 PM **2024 IS OVER – PLANS TO IMPROVE 2025**

- Sales
- Parts
- Service

4:30 PM **ADJOURN**

Tuesday, February 18, 2025

8:00 AM **BUILDING THE BUSINESS TO IMPROVE**

- Organizational structure
- Leadership development – what is working? Tools available from NCM.
- Meeting structure / cadence.
- Culture

9:30 AM **BREAK**

9:45 AM **INVENTORY REVIEW**

10:45 AM **CASHFLOW**

11:45 PM **LUNCH**

1:00 PM **OBJECTIVE REVIEW OF LAST MEETING**

- How did we do?

2:30 PM **BREAK**

2:45 PM **MANAGEMENT REPORT SET REVIEW**

- Sales
- Aftermarket

4:30 PM **ADJOURN**

Wednesday, February 19, 2025

- 8:00 AM **HOUSEKEEPING**
- Next Meeting
 - Other
- 8:15 AM **BEST IDEA**
- 8:45 AM **AGCO DISTRIBUTION?**
- 9:45 AM **BREAK**
- 10:00 AM **AGCO DISTRIBUTION- Cont.???**
- 11:00 AM **OBJECTIVES FOR NEXT MEETING**
- 11:30 AM **PARKING LOT – WRAP UP**
- 12:00 PM **ADJOURN**

Future Meeting Dates: discussion

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