

Agenda: April 2025



20 Group 011

Arizona Grand Resort & Spa

8000 S. Arizona Grand Parkway
Phoenix, AZ 85044
P: 877.800.4888

Meeting Room: Vista Meeting Room

Tuesday, April 15, 2025

8:00 AM – 5:00 PM Meeting
6:00 PM Group Dinner

Wednesday, April 16, 2025

8:00 AM – 5:00 PM Meeting

Thursday, April 17, 2025

8:00 AM – 11:30 AM 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

Pat Kennedy 415.680.4075	Executive Conference Moderator pkennedy@ncmassociates.com
Kayla Triebwasser 800-756-2620	Client Success Specialist ktriebwasser@ncmassociates.com
Shontelle Johnson 800-756-2620	Meeting Specialist sfmeetingcoordination@ncmassociates.com

Executive Committee

Chase Baerlin	Co-Chairperson
Chad Shepard	Co-Chairperson
Allan Fertig	Chairperson

20 Group Report Due Date

The group-requested due date for your reporting is the **10th of every month***.

*The NCM team or the group may select a run date before/after the regular monthly due date to use current data for a meeting reporting. The deadline will be communicated to the group if it's running earlier or later than normally scheduled.



Attendance Chart

#	Member First and Last Name	% Attended	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.

Tuesday, April 15, 2025

- 8:00 AM

WELCOME AND CONFIDENTIALITY

 - Introductions
 - 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
- 8:15 AM

HOW’S BUSINESS

Goal: To give all Members a feel for how business is in each dealership

9:30 AM	BREAK
9:45 AM	HOW'S BUSINESS CONT.
10:30 AM	NCM BUSINESS UPDATE AND FIRST FINANCIAL REVIEW
12:00 PM	LUNCH
1:10 PM	SALES DETAIL <ul style="list-style-type: none">• Results, Sales People, Sales Manager Roles, Comp Plans• We'll review the composite, custom reports, and discuss all aspects of sales performance.
2:45 PM	BREAK
3:00 PM	OUTFITTER SALES UPDATE/HITCH SALES
3:30 PM	COMPANY PERSONNEL ASSESSMENT & DISCUSSION – SEE SPECIAL STUDY
5:00 PM	ADJOURN
6:00 PM	GROUP DINNER

Wednesday, April 16, 2025

8:00 AM	5 YEAR PLAN <p>Where is your destination state in 5 years? What role will you play at the dealership? How many locations will you have? If you had to pick one, big goal for yourself as it relates to the business, what would it be?</p>
9:30 AM	BREAK
9:45 AM	PERSONAL REVIEW AND DISCUSSION
11:00 AM	P & A INVENTORY, SALES, AND PURCHASING
12:00 PM	LUNCH
1:10 PM	SERVICE OPERATIONS – FINANCIAL METRICS, PLANNING, AND GOAL SETTING

- 2:30 PM **BREAK**
- 2:45 PM **SERVICE OPERATIONS – CONT.**
- 3:45 PM **BREAK**
- 4:00 PM **GUEST SPEAKER – Greg Pfleider: Accelerate 2 Compliance**
- 5:00 PM **ADJOURN**

Thursday, April 17, 2025

- 8:00 AM **CASH FLOW AND BALANCE SHEET – PRESENTATION AND DISCUSSION**
- 9:30 AM **BREAK**
- 9:45AM **PARKING LOT**
- 10:15 AM **OBJECTIVES & BEST IDEA**
- 11:30 AM **HOUSEKEEPING & ADJOURNMENT**
Goal: To have a safe trip home

LEAVING EARLY IS HIGHLY DISCOURAGED BY THE GROUP!

Agenda Topics and Times Subject to Change!

