

# Agenda: June 2025



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## FE213

### AC Hotel Portland Downtown

158 Fore Street  
Portland, ME 04101  
1-207-482-2957

**Meeting Room: Grand Trunk Room**

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#### **Wednesday, June 18, 2025**

6:00 PM – 9:00 PM Casco Bay Cruise.

#### **Thursday, June 19, 2025**

8:00 AM – 5:00 PM 20 Group Meeting

#### **Friday, June 20, 2025**

8:00 AM – 12:00 PM 20 Group Meeting

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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**  
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**Kayla Triebwasser**  
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**Shontelle Johnson**  
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Meeting Specialist  
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## Executive Committee

**Dan Scharber**

Chairperson  
Co-Chairperson

Term Expires: Month Year  
Term Expires: Month Year

Host

**Group Listserv**

213@group.ncmassociates.com

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## 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

- ☐ Warm Jacket, .....

## Pre-Meeting Homework

- ☐ Be prepared to discuss Opportunities for growth next 18 months
- ☐ Complete online portion of How's Business by June 14, 2025 – focus on question “Best and worst idea since our last meeting”.
- ☐ Have Best Idea submitted by June 14, 2025.

## Wednesday, June 18, 2025

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7:00 PM      **Casco Bay Sunset Cruise. Dinner on your own before boarding.**

## Thursday, June 19, 2025

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8:00 AM      **WELCOME AND CONFIDENTIALITY CHAIRMAN & MODERATOR**

- 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 our last meeting?**

10:00 AM      **Break**

**10:15 AM STATE OF THE INDUSTRY**

- Industry Trends
- 20 Group Average vs. Industry
- Compare My Dealership

**12:00 PM Lunch**

**1:00 PM Mission, Vision, Values.**

**2:00 PM BREAK**

**2:15 PM MANAGEMENT REPORT SET REVIEW**

**4:00 PM M&A**

**5:00 ADJOURN**

## Friday, June 20, 2025

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**8:00 AM HOUSEKEEPING**

- Next Meeting
- Chair, 1<sup>st</sup> chair, 2<sup>nd</sup> chair.

**8:30 AM MANAGEMENT REPORT SET REVIEW**

- Sales
- Aftermarket

**9:45 AM BREAK**

**10:00 AM MANAGEMENT REPORT SET**

11:00 AM      **INDIVIDUAL DEALERSHIP OBJECTIVES**

11:30            **PARKING LOT – WRAP UP**

12:00 AM      **ADJOURN**

**Future Meeting Dates:**

*All speakers addressing NCM® 20 Groups are intended to give up-to-date and practical information to 20 Group members for their consideration, evaluation, and use as they deem advisable. The statements of fact, opinions, and accompanying materials are those of the speaker or author only, and as such, NCM Associates, Inc. Assumes no responsibility for any such statements of fact, opinions or recommendations.*

