

# Agenda: April 2026



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## RV 009

### Hilton Garden Inn Conway

805 Amity Rd  
Conway, AR 72032  
P: (501) 329.1444

**Meeting Room: Cypress / Juniper Ballroom**

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#### **Tuesday, April 21, 2026**

8:00 AM – 5:00 PM	20 Group Meeting
12:00 PM	Lunch in meeting room
6:00 PM	Group Dinner

#### **Wednesday, April 22, 2026**

8:00 AM – 5:00 PM	20 Group Meeting
12:00 PM	Lunch in meeting room
6:00 PM	Group Dinner

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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

**John Spader**  
605-351-9489

Executive Conference Moderator  
JSpader@NCMAssociates.com

**Jerry Micke**  
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Client Support Specialist  
jmicke@ncmassociates.com

**Whitney Sitzman**  
800.756.2620

Meeting Specialist  
sfmeetingcoordination@ncmassociates.com

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## Executive Committee

**Paul Roach**

Chairperson  
Vice Chairperson  
Junior Chairperson

**Andy Stover**

**Group Listserv**

009@group.ncmassociates.com

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## Composite Run Date

The group-requested mandatory run date for your composite is the **15th 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's running earlier or later than normally scheduled.

## Meeting Checklist

- Laptop with a charging cord and mouse (preferably with larger screen, Chrome and Adobe Reader installed)
- 20 Printed Copies of your Best Idea
- How's Business Update

## Tuesday, April 21, 2026

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- 8:00 AM      **WELCOME, CONFIDENTIALITY & HOW'S BUSINESS**
- 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.
- 10:30 AM      **HIGH LEVEL OVERVIEW OF INDUSTRIES AND NUMBERS**
- 12:00 PM      **LUNCH IN MEETING ROOM**
- 1:00 PM      **FIRST DEALER DEVIATION REVIEW**
- 1:15 PM      **SECOND DEALER DEVIATION REVIEW**
- 1:30 PM      **THIRD DEALER DEVIATION REVIEW**
- 1:45 PM      **FOURTH DEALER DEVIATION REVIEW**
- 2:00 PM      **FIFTH DEALER DEVIATION REVIEW**
- 2:15 PM      **PREP FOR DEALERSHIP VISIT**
- 2:30 PM      **LEAVE FOR VISIT**
- 5:30 PM      **RETURN TO HOTEL**
- 6:00 PM      **GROUP DINNER AT O'MALLEY'S IRISH GRILL**  
803 Harkrider St Suite 12  
Conway, AR 72032

## Wednesday, April 22, 2026

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- 7:45 AM      **GROUPS MEET AND PREP FOR EVALUATION**
- Groups should form into their teams to discuss the key items they'll present to the host dealer.
  - Reviews should focus on opportunities that will help in the following areas.
    - Efficiency improvements
    - Financial return
    - Risk reduction
  - Others deemed important by the review teams
- 8:00 AM      **DEALER VISIT REVIEW**
- Each group evaluation will be presented by the team captain (approximately 15 minutes)
  - Host given the opportunity to respond to Group Evaluations, asks for Clarification from Notes, etc. (approximately 15-20 minutes).
- 9:15 AM      **BREAK**
- 9:30 AM      **MANAGEMENT REVIEW**
- 10:00 AM     **SIXTH DEALER DEVIATION REVIEW**
- 10:15 AM     **SEVENTH DEALER DEVIATION REVIEW**
- 10:30 AM     **EIGHTH DEALER DEVIATION REVIEW**
- 10:45 AM     **NINTH DEALER DEVIATION REVIEW**
- 11:00 AM     **TENTH DEALER DEVIATION REVIEW**
- 11:15 AM     **ELEVENTH DEALER DEVIATION REVIEW**
- 11:30 AM     **TWELVTH DEALER DEVIATION REVIEW**
- 11:45 AM     **THIRTEENTH DEALER DEVIATION REVIEW**
- 12:00 PM     **LUNCH IN MEETING ROOM**
- 1:00 PM      **ROUNDTABLE / FLEX TIME**

- Update from previous dealer visit

2:15 PM **SETTING OBJECTIVES**

- Review of steps and progress and next steps between now and next meeting

3:15 PM **BREAK**

3:30 PM **HOUSEKEEPING**

- Future Meeting Dates / Locations /Agenda Topics
- Roster Updates
- Feedback Sheets
- Other

4:00 PM **BEST IDEA**

Goal: Each member to share 1 successful "Best Idea" (business practice) with the idea that other dealerships will benefit from this idea

- Each dealer must bring printed copies for distribution.
- Each member contributes to the "Best Idea" pot.
- 2-3 minutes for each member to present their "Best Idea."
- All "Best Ideas" will be boarded.
- Each member will vote for "Best Idea."
- The member with the most votes for "Best Idea" wins the pot.

5:00 PM **ADJOURN**

6:00 PM **GROUP DINNER AT THE ROGUE ROUNDABOUT**

804 Chestnut St  
Conway, AR 72032

**Feedback QR Code & Link**



[Group Feedback Link](#)