
**The Distribution Team Presents:
BRANCH MANAGEMENT TRAINING**

Driving Net Profit

- Role of distribution in the supply chain
- Understanding your value
- Hunting for cash
- Understanding the expenses
- Motivating others to hunt cash
- Inventory is cash
- The cost of mistakes

Profitable Inventory Management

- Inventory accuracy
- Inventory performance metrics
- Investing in profitable products
- Diagnosing poor performing lines
- Product movement analysis
- Internal gross margin improvement
- Strategic pricing models
- Developing a local product mix
- Dead stock management
- Managing branch transfers

Driving Customer Profitability

- Understanding the cost to serve
- Ranking customers by net profit
- Allocating resources by contribution to profit
- Changing the net profit picture
- Keeping your most profitable customers
- Expanding sales with the right customers
- Using your key customers to drive new products



Leading the Team

Effective communication
Understanding generational differences
Time management
Leadership styles
Delegation versus empowerment
Hiring versus recruiting
Employee evaluations
Integrity

Wrap Up

What are you going to do next?

