

ON-SITE LINE MANAGER TRAINING

In our experience less than 5% of line managers use composite regularly as in most instances they are not trained to use it and thus lack confidence.

On site best practice reviews and action planning – let's assume your composite submission is accurate, meets the brand guide lines and balances with your management accounts, then ask yourself:

- How do you use composite to develop your business?
- How do you maximise opportunities
- How do you train your managers and develop their skills?

Solution

ASI provide a one day intensive session for line manager composite reviews that are held on site at the Dealership to minimise business disruption with the aim of:

- Improving business performance, and ultimately profitability
- Develop and build line manager financial appreciation and confidence

The above service is best delivered either quarterly or bi annually as a one off will be exactly that – a *one off* and forgotten due to day to day pressures taking back over.

A typical day will cover the following:

- Overview of brand profitability and trends
- Demonstrate structured approach to composite use and interpretation
- Use as part of balanced scorecard management (if applicable)
- Detailed department review of performance highlighting and quantifying key areas for improvement in either revenue, expense or efficiency
- Identification and quantification of top 3 areas of focus
- Discuss action plan for each
- Review actions with business head post meeting
- Next meeting review actual actions and performance before setting new ones

Contact us to discuss a solution for your business.