



# Store Action Plan

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Store Name

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Date

March 2004

Presented by Bob Steele  
TrinityGroup  
Franklin, TN

# Retailer Momentum – Worksheets

What are you doing presently that you think you should be doing differently now or in the near future?

Issue #1: \_\_\_\_\_

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Issue #2:

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Issue #3: \_\_\_\_\_

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Issue #4: \_\_\_\_\_

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Issue #5: \_\_\_\_\_

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Issue #6: \_\_\_\_\_

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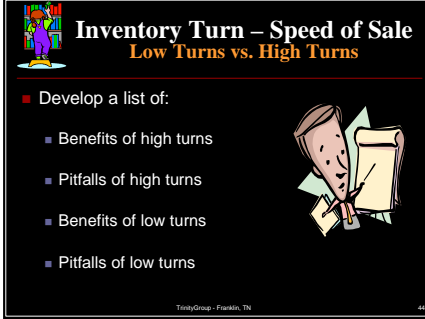
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# Retailer Momentum – Worksheets

Turning your inventory quickly – or speed of sale – has a very high impact on your inventory productivity and profitability.

Develop and record your own list of the benefits and the pitfalls of high inventory turns in section #1 and #2 below. Then do the same for low turns in sections #3 and #4.



**Inventory Turn – Speed of Sale**  
**Low Turns vs. High Turns**

- Develop a list of:
  - Benefits of high turns
  - Pitfalls of high turns
  - Benefits of low turns
  - Pitfalls of low turns

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The graphic is a black rectangular box with a white border. It contains the title 'Inventory Turn – Speed of Sale' in white, with 'Low Turns vs. High Turns' in yellow below it. A small cartoon character is in the top left. A list of tasks is in the center, and a cartoon character holding a notepad is on the right. A small footer is at the bottom.

1 - High Turns Benefits:

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2 - High Turns Pitfalls:

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3 - Low Turns Benefits:

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4 - Low Turns Pitfalls:

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# Retailer Momentum – Worksheets

What changes will you make to put into action what you learned and heard this morning?

Action #1: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



**It's all about Change\$...**  
Measuring, Monitoring & GMROI

- What changes will you make to put into action what you learned and heard this morning?
  - "I will....."
    - Action Step to Change #1
    - Action Step to Change #2
    - Action Step to Change #3
    - Action Step to Change #4
    - Action Step to Change #5

Signature \_\_\_\_\_

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Action #2: \_\_\_\_\_  
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Action #3: \_\_\_\_\_  
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Action #4: \_\_\_\_\_  
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Action #5: \_\_\_\_\_  
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Action #6: \_\_\_\_\_  
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# Retailer Momentum – Worksheets

What changes will you make to put into action what you learned and heard this afternoon?

Action #1: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
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**It's all about Change\$...**  
**Rapid Replenishment**

- What changes will you make to put into action what you learned and heard this afternoon?
  - "I will....."
    - Action Step to Change #1
    - Action Step to Change #2
    - Action Step to Change #3
    - Action Step to Change #4
    - Action Step to Change #5

Signature \_\_\_\_\_

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Action #2: \_\_\_\_\_  
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Action #3: \_\_\_\_\_  
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Action #4: \_\_\_\_\_  
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Action #5: \_\_\_\_\_  
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Action #6: \_\_\_\_\_  
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# Steps to Action

## Spring Arbor's Retailer Momentum Seminar



Thank you for attending today's Retailer Momentum Seminar sponsored by Spring Arbor. As your facilitator of this program, I want you to have all the tools and resources necessary to help you operate as a successful business/ministry. To encourage and guide you in this process, we have developed this "Store Action Plan" handout. In addition to the pages you completed during the seminar, we are providing the following three steps to help you focus your efforts and



improve your bottom line.

Remember – this is not **THE END** – it's only **THE BEGINNING** of steps you can take to improve your store's chances of success. Take action now and apply what you have learned and thought during our sessions today. Overcome the obstacles that lie in front of you – **START NOW!**

### Step 1 - Manage Change

Nothing stays the same! Remember the saying about the things you can always count on – like taxes and physical death. Now, we have added **CHANGE** to the list. We can count on things changing - technology, companies, countries, methods, processes and thoughts will continue to change at an unbelievable rate. To keep pace with the incredible changes taking place around us in our business environment, try these:

- **Educate Yourself** – learn more and read more, go to seminars. Be open to investigating ways of doing things differently than you've always done them. Progress prevails.
- **Practice What You Learn** – don't simply believe what you read or are told – experiment and find out for yourself – test it, prove it, understand it and apply it.
- **Schedule Staff Sessions** - get staff input on how to keep pace with the change they are experiencing in your customer needs and shopping habits.

### Step 2 – Manage Your Inventory

Your biggest investment in the store – make sure you know how to manage it well!

- **Critically Analyze Your Inventory** – Take a critical and objective look at your inventory. Do you have too much depth and not enough breadth or selection? Are you losing sales opportunities by being out of stock on "core" inventory?
- **Computerized Inventory - Be a Power User** – Too many stores use their POS systems simply as a cash register, and possibly to help with ordering. Contact your POS vendor and ask them for available training opportunities. Learn how to better use what you already have in place.

### Step 3 – Manage Your Results

We keep score all the time when we are involved in recreational activities. Let's make sure we are keeping score where it really counts – in our business/ministries. Remember, we must run our stores using professional business practices or we won't be around to minister!

- **Use StoreScore® Score Card** - Determine what you feel are the most important critical factors for you and your store to measure on an annual basis.
- **Develop a Personalized Score Card** - Determine what you feel are some of the other critical factors for your store to measure on an annual basis.
- **Measure, Monitor, Correct** – Realize the importance of measuring results and make a true commitment to establishing "best practices" in your store. Compare yourselves to other similar stores and industry standards. Make sure you're trending in the right direction.

Thank You!

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