

**Store Action Steps**  
**My Commitment to**  
**Doing Different Things and Expecting Different Results**

I will commit to developing, implementing and achieving the following three management best practice principles learned in today's seminar.

1. \_\_\_\_\_  
\_\_\_\_\_
2. \_\_\_\_\_  
\_\_\_\_\_
3. \_\_\_\_\_  
\_\_\_\_\_

I will commit to the developing and continually using the following bestseller reports to reduce out of stocks and increase sales. Name the reports, define the metrics (measurements) to be used and determine how often you will run and review the report.

1. \_\_\_\_\_  
\_\_\_\_\_
2. \_\_\_\_\_  
\_\_\_\_\_
3. \_\_\_\_\_  
\_\_\_\_\_

I will commit to the developing and using the following reports to identify slow moving titles in my store. Name the reports, define the metrics (measurements) to be used and determine how often you will run and review the report.

1. \_\_\_\_\_  
\_\_\_\_\_
2. \_\_\_\_\_  
\_\_\_\_\_
3. \_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
Your Signature



# R E T A I L E R M O M E N T U M

## Retailer Momentum 05



### Our Expectations for Today

- Expectation #1
  - ◆ You will review, evaluate and change some of your current business habits & practices
- Expectation #2
  - ◆ You will recognize, measure and monitor key result areas you identify today
- Expectation #3
  - ◆ You will identify & initiate specific Best Practices using your POS system to its maximum capacity

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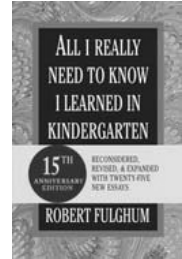
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## Retailer Momentum 05



### Today's Goals & Objectives

- Discover
  - ◆ The potential of utilizing the powerful tools that already exist in your POS system
- Identify
  - ◆ The most important business information your store needs to measure & monitor
- Encourage Action
  - ◆ To implement better "score keeping" practices via full use of your POS system



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## Retailer Momentum 05



### What's keeping you from measuring and monitoring results in your store?

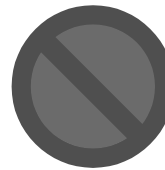
People prefer to stay with problems they understand rather than look for solutions they're uncomfortable with.

Bits & Pieces, July 15, 1999

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## Retailer Momentum 05



### What's keeping you from measuring and monitoring results in your store?

If you always do what you always did ...  
you'll always get what you always got.

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## Retailer Momentum 05



### The Bookseller's Dilemma

- A bookseller really has only three inventory problems.....
  - ◆ Too much stock
  - ◆ Not enough stock
  - ◆ Having right stock?



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## Retailer Momentum 05



### The Bookseller's Dilemma

- So how do you fix it?
  - ◆ Systematic & Structured Best Practices
    - Overstock Reports – too much stock
    - Out of Stock Reports – not enough stock
    - Bestseller/Core Reports – the right stock



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