

The **TEAM** Dealer Business Group Solution

For more than thirty years, Business Groups and facilitators have offered great services to motorsports dealers to help them make money. Their mode of operation was always the same...come to "the meeting"... we'll talk about things... and recommend solutions. There were subsequent composite reports, phone calls and dialog, but something was missing!

Channel Ideas has listened to dealers all across the country who say that in the current economic situation, they can't afford to get away from their store, can't afford to include managers, and that they still need more help!



There is a real solution! A new, innovative, and more complete Business Group solution that transcends the "norm"! More one-on-one, belly-to-belly involvement with you, your dealership and your managers! Powerful hands-on help from experienced moderators who have been there, done that, in every department of a retail facility, including business management, accounting and expense control!

All of these concepts are now a reality. Channel Ideas **TEAM** Business Groups is the answer and you can join us now! You can become a member of the most complete and informative "hands on" service that has ever been offered.

First, why is Channel Ideas **TEAM** Business Groups the answer?

Simple, The owner and moderators of the company are vastly experienced dealership managers who have risen through the ranks. They have been Senior Management, General Managers, Managers and staff in stores much like yours. They have been through it all and have succeeded through the good times and the bad. They have hired, fired, promoted and trained. They have worked in every department and have real world answers to your immediate needs.

The **TEAM** Business Group Difference!

There are no annual amounts due up front! There is no travel requirement! Your moderator will work with you and your managers on a personal level each and every month to make the changes necessary to improve your profitability, through phone conferences. The monthly Webinars for your Business Group will be 100% interactive, and to insure that it happens that way, we provide you with computer interactive instructions, headset with microphone, and we utilize Voice Over Internet Protocols to eliminate your long distance charges.

You will receive a two-day visitation from your Moderator each year. While there is a charge for this visitation, you will not sustain monthly composite fees for that month, in order to help you keep your costs in line. That visitation will include one-on-one meetings with you and your managers. We will

observe your operation first hand, and work with you and your managers to make real changes. Our commitment is to improve your profitability or reduce your expenses to better position you to handle whatever comes your way!

We are all riders! We live in and love the industry! Our “everyday life investment” in the dealership world keeps us current with your business and ours. More importantly, you will have “new” eyes on your business, working to help you maximize your productivity and profit. Assisting you in developing personnel and processes that are right for today, and more importantly, right for your dealership!

The  Business Group plan...

Dealers are grouped in “similar” Business teams which are similar in size and product lines

The TEAM composite is included in your monthly fees. Your moderator performs full financial statement analysis monthly with each dealer. Dealer approved departmental reviews with managers will insure complete dealership buy-in of the TEAM Process.

During the dealership visitation you will have a review and managers meeting on-site during the visitation.

The TEAM composite is reviewed. The composite provides a great snapshot of what you are doing and how you are performing within your group AND compared to all groups across the country.

- Additional phone conferencing is included to review tasks in progress and in order to keep everyone on track.
- A monthly webinar with the entire Business Group will be held on an agreed day and for an agreed length of time.
- Dealers may agree to have their results and reports shared within their Business Group to reveal problems, action plans, solutions and successes. (This input can be invaluable to your fellow dealers in their efforts to succeed.)
- In the interest of providing the highest results, your moderator works only with your group. Our moderators get feedback from the other team moderators in order to “share” powerful ideas and solutions
- Support calls can be made to your TEAM facilitator or the main office



We can insure that your store will have the very best business processes and the best-trained and most productive staff members.

1. TEAM Composite including National Averages
2. Monthly Financial Statement Analysis
3. Monthly TEAM conference call

4. Monthly individual dealer management conferences
5. Two-day in-store visitation, analysis, & consultation

We all know that real success comes from a focused and relentless attack on the things that will make you, your employees, and your dealership better. In-store assessment and business planning by the Channel Ideas owners and moderators will put you on track, and keep you on track.

Call Channel Ideas TEAM Business Groups and get more information about this powerful plan. It will make the difference you need for today's economy and beyond. The Team Business Groups offer manageable costs and full flexibility to make your dealership Business Group experience valuable, timely, and cost effective.

You can call us at 303.526.9620 or email us at helpmewin@channelideas.com

We'll make sure your best days are ahead of you.



Neil Frame, President