

Typical Meeting Agenda 20 hours of learning & sharing

Day 1

Financial Review by Norm Gaither. Each member's financial results are compared and analyzed for potential improvements. This rich discussion helps identify how members are achieving great results and learning how others can improve.
4 hours.

Executive Discussion. Prior to each meeting members submit topics for the executive discussion session. Each member faces the same challenges and opportunities so it is very helpful to have 19 other experienced opinions on how to handle issues that all face everyday.
4 hours.

Day 2

Executive Discussion. The second day starts with a continuation of the executive discussion. Members generally comment this is one of the most important parts of the meeting.
4 hours.

Host Dealer Visit. The afternoon is spent visiting the host dealer location, with teams assigned to review specific areas: Exterior, Showroom and Shop, Workflow processes and Personnel. A report is presented to the host offering suggestions for improvement. Even well-run operations see good ideas.
4 hours.

Day 3

Best Idea Award. Each member is required to bring their best idea for this competition. Dealers vote on the winner and each member takes away 19 good ideas for potential use in their business.
2 hours.

Action List. Members must make an "action list" during the meeting of those ideas they learned about during the meeting which will help improve their operation. At the next meeting, dealers report on their achievements. This adds accountability to the member-owners.
2 hours.



Find more profit in your business with a 20 group!