

✓ Staffing ✓ Inventory ✓ Sales Process

38 in 8: Eight hours to a better used car operation.

Give your used car operation a tune-up with our 38-point inspection process that in just eight hours will create an actionable business plan to get your used car department humming.

- ★ Does your operation lack monthly performance goals?
- ★ Are you running it by the numbers using proven key metrics?
- ★ Are your revenue and expense allocations painting a true profit picture?
- ★ What are the issues—and the opportunities—you may be missing that can mean the difference between a used car cost center and a used car profit center?

All of these and more can be answered by the 38 in 8 program that follows an efficient and detailed agenda that will enable you to begin improving your used vehicle department immediately.

- ★ 8:00-9:00 am—We listen and review your goals, concerns and KPI's in your customized NCM Benchmark® composite.
- ★ 9:00-2:00 pm—NCM's expert Retail Coach reviews your operation using our 38-point checklist.
- ★ 2:00-3:00 pm—Your NCM Retail Coach finalizes your business plan and timeline customized to your operational needs.
- ★ 3:00-4:00 pm—Dealer, General Manager, Used Vehicle Manager and the NCM Retail Coach review the business plan and develop actionable commitment plans.

Can you afford not to dedicate eight hours to one of the most significant profit opportunities in your dealership? For just \$3,000* put the power of NCM's industry leading used vehicle experts to work for you. Call us at 877.497.2363 to get started or complete and submit the interest form on the back and we'll contact you.

*plus travel, if applicable



38 in 8 Interest Form

Name: _____ Title: _____

Dealership Name: _____

Address: _____

City, State, Zip: _____

Direct Dial Phone: _____ Email: _____

Referred By: _____

Franchise(s) held: _____

What is the best day/time to reach you? _____

Sign me up for NCM's Up to Speed blog and free e-Report "It's All About the Numbers."

Please return completed application via email to consulting@ncm20.com via fax to 913.649.7429, or mail to: NCM Associates, 10551 Barkley, Suite 200, Overland Park, KS 66212. Call 877.497.2363 with questions.

