

Panel: Distribution Planning for Operational Success

(not an oxymoron!)

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Distribution Planning for Operational Success

Got a Game Plan?

- ▶ What is your Company's Game plan for expanding markets?
- ▶ What is your Company's current access to non stock product?
- ▶ What is your Company's customer retention plan?



Distribution Planning for Operational Success

Staying in the Game?

- ▶ What is your customer retention plan?
- ▶ What is your plan to stay ahead of technology?
- ▶ Do you have a Web presence or plan to?
- ▶ Is your website integrated with your ERP?



Distribution Planning for Operational Success

Keeping Score?

- ▶ Are you managing your margins or are they managing you?
- ▶ Are you managing opportunity sales?
- ▶ Are you reacting quickly when reality on the ground changes?
- ▶ Are you offensive or defensive in your sales?



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