



**CURRIE**  
TRAINING CENTER

## MANAGING THE PARTS DEPARTMENT IN AN EQUIPMENT DEALERSHIP

***Meeting Location:***

CURRIE MANAGEMENT CONSULTANTS, INC.  
292 LINCOLN STREET  
WORCESTER MA 01605  
TELEPHONE 508-752-9229

***Hotel:***

HILTON GARDEN INN  
35 MAJOR TAYLOR BLVD  
WORCESTER MA 01608  
HOTEL TELEPHONE 508-753-570

***Day One***

<b>TIME</b>	
	Breakfast is available at the hotel
8:30 am-12:00 pm	High Performing Executives Employee Engagement Overview of a Successful Equipment Dealer
12:00 pm-1:00 pm	Lunch provided by Currie Management Consultants
1:00 pm-3:15 pm	Parts Department Profitability <ul style="list-style-type: none"><li>• Absorption</li><li>• Financial Model</li><li>• Revenue Generation</li><li>• Gross Profit</li><li>• Expense Control</li><li>• Asset Management</li></ul>
3:30 pm-5:00 pm	Case Studies Action Plans
5:00 pm	End Day One

***Day Two***

<b>TIME</b>	
	Breakfast is available at the hotel
8:30 am-12:00 pm	Hiring and Onboarding Centralizing the Parts Department
12:00 pm-1:00 pm	Lunch provided by Currie Management Consultants
1:00 pm-3:00 pm	Situational Leadership Script Brainstorming Open Forum

*ROBIN'S MOBILE PHONE 781-223-6347*

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