



RUNNING A SUCCESSFUL EQUIPMENT RENTAL BUSINESS

Meeting Location:

Currie Management Consultants, Inc.
292 Lincoln Street
Worcester MA 01605
Telephone 508-752-9229

Day One

TIME	
	Breakfast is available at the hotel
8:30am - 10:00am	Overview and Financial Model Rental Department's Contribution to Dealership Absorption
10:00am – 10:15am	Break
10:15am – Noon	Rental Critical Variables
12:00pm – 1:00pm	Lunch provided by Currie Management Consultants, Inc.
1:00pm – 5:00pm	Critical Variables and Rental Spreadsheet Tools
5:00pm	End Day One

Day Two

TIME	
	Breakfast is available at the hotel
8:30am - 12:00pm	Marketing and Selling Rental Rental Department Case Studies
12:00pm - 1:00pm	Lunch provided by Currie Management Consultants, Inc.
1:00pm – 3:00pm	Influential Leadership and Coaching Skills