

How Do You Measure Up?

Performance Workshop Coming to the CEEDA Dealer Forum 2019 January 15 & 16

Learn how your organization stacks up with top performers in the industry at the CEEDA Dealer Forum 2019 with a workshop presented by Spader Business Management.

During the session you'll be able to benchmark your organizational performance against key metrics and profit principles. What's more, you'll understand how to more effectively manage employee performance and lead with confidence.

Real world examples and in-depth discussions surrounding winning business strategies will help you position your organization for either stability or growth while gaining a better understanding of your existing opportunities for success.



Right: Small group discussions will help you apply concepts immediately while reinforcing key strategies.

About Your Presenter:

Scott Weber is a Senior Spader consultant and trainer. Formerly Vice President of Sales, Marketing and After-Sales for Bombardier Recreation Products, Scott has a solid track record of enhancing shareholder value within a business-to-business consumer goods industry.



Scott has spent the last seven years almost exclusively within the farm equipment sector, where he has been recognized for his strong and successful relationships with key decision-makers at the most senior levels of customer and partner organizations. His keen focus on strategic execution with distinguished workplace credentials and demonstrated success in increasing sales, market share and profitability make him a most valued resource.



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