

Dealership Pay Plans That Get Results

ONE-DAY COURSE

Theory-based course in which participants learn the importance of focusing a pay plan around the goals of the dealership while **motivating** and **retaining employees**.

Note: This training works best when done in conjunction with *Through a Dealer's Eyes on What's Important on the Financial Statement* or one of the variable operations courses.



LEARNING OBJECTIVES

- Uncover the behavior that drives dealership turnover and compensation plans.
- Evaluate the cost of employee turnover to determine the importance of employee retention.
- Discuss best practices to retain talent and avoid costs associated with turnover.
- Manage sales activity and sales consultants by gathering the correct information to effectively coach salespeople through a personalized approach.
- Identify all information needed to create a pay plan that will be cost-effective and motivational for any dealership employee.
- Critique existing pay plans and determine the most effective one for the given scenario.