



“Some of the main benefits of being a member include the opportunity to focus on the big picture, learn best practices from other dealers and expert guest speakers, as well as get a burst of motivation to go back and keep working toward that greater goal.”

Laura Crowley
Crowley Furniture
Independence, MO

“You’re going to be around like-minded people, sharing ideas, sharing the same challenges, and coming up with different solutions you could never think of, or if you could, it would take a whole lot longer to get there. That’s the power of these groups.”

Brian Garrison
Garrison’s Home Furnishings
Central Point, OR

CONTACT US:

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email PSInfo@accellos.com
www.profitsystems.com

Performance Groups

Achieve Rapid Business Improvement Through Peer Interaction and Financial Benchmarking

Performance Groups offer business leaders and managers the opportunity to seek solutions and explore industry specific issues that face businesses today. They have been instrumental in helping hundreds of companies achieve their goals and profitability levels they previously thought unreachable.

By joining a performance group, you obtain access to industry experts and profitable colleagues and develop those resources for improving performance through knowledge.

We facilitate meetings across the United States and Canada every year. These meetings are comprised of noncompeting business owners and managers who work together with a single goal in mind: to improve each other’s businesses.

WHO BECOMES A MEMBER OF PERFORMANCE GROUPS?

- Progressive, cutting edge store owners and managers
- Leaders who are not satisfied with average performance
- Forward thinking individuals who benefit from brainstorming with others
- Industry newcomers who want, and need, an edge



"A person could attend seminars and workshops all year and not get the useful content that one PROFITgroups meeting provides. Whether you're a relative newcomer or a seasoned veteran, the inspiration, focus, and plain old solutions to your problems you find in each meeting makes Groups your year's best investment."

Tom McMinn
McMinn's Furniture
Odessa, TX

"People on top help me to see how they got there so I can improve. When I'm on the top, I can share and answer questions for people about what we're doing that makes our GMROI so high compared to theirs. That's the great interaction."

Ron Gobeil
Brown Furniture
West Lebanon, NH

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TOP 9 BENEFITS OF PERFORMANCE GROUPS

- 1. Financial Benchmarking:** All members' financial reports are compiled in a Confidential Financial Analysis (CFA) to compare and contrast financials, key metrics, and critical processes. Together, we compare individual operations against the most profitable businesses in the industry.
- 2. Best Business Practices:** Members share strategies and processes that have made their business successful so that the rest of the team can implement them.
- 3. Networking:** Open dialogue among members allows them to discuss current industry or personal business obstacles to find the best solutions available.
- 4. Industry Specific Focus:** By focusing each group on a specific industry, we are able to fully concentrate on discussion topics and materials relevant to your business. Accellos Performance Groups specialize in content rich meetings that truly make a difference in your business.
- 5. Solutions:** : Accellos Performance Groups offer solutions to everything from inventory management to financial planning, from retail and warehouse operations to customer relationship management.
- 6. Timely Meetings:** On a regular basis, and under the direction of our skilled moderators, your performance group will meet to exchange ideas, identify best practices, and discover opportunities and challenges facing your business.
- 7. Groups Tailored to Your Profile:** Members are placed with noncompeting companies with similar business models to ensure optimal results.
- 8. Experience:** For almost 20 years, we have been bringing together store owners and managers to improve profitability and grow their businesses.
- 9. Continuity:** Business leaders who have been part of informal groups know the frustration of moderator turnover and poorly planned events. Our experience and size allows us to have full-time professional facilitators that focus on nothing but our performance group members.



PERFORMANCE GROUP LEADERS AND INDUSTRY EXPERTS



Wayne McMahon, Director
Consulting and Performance Groups
PROFIT *systems*, a HighJump product



David McMahon, Director
Consulting and Performance Groups
PROFIT *systems*, a HighJump product

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SAMPLE AGENDA

Tuesday

7:00 p.m.

Travel

Group Networking Dinner

Wednesday

7:00 a.m.

Group Networking Breakfast

8:00 a.m.

Introduction and Business Climate; Meeting Requests and Discussion Topics;
Members report on Goals

9:00 a.m.

Tour and/or Business Case Studies

- Introduce background / history and make feedback requests
- Guided Tour/Q&A: Warehouse, Showroom, Merchandising, Office, Management
- Processes; Open Wandering Time

12:00 p.m.

Group Networking Lunch

1:30 p.m.

Feedback

- Strengths / Opportunities
- Weaknesses / Threats
- Recommendations
- Key Learnings
- Open for other topics

5:00 p.m.

Adjourn

7:00 p.m.

Group Networking Dinner

Thursday

7:00 a.m.

Group Networking Breakfast

8:00 a.m.

"Best Practice or Worst Practice", "Ideas", "sure things"... (Bring material)

12:00 p.m.

Group Networking Lunch

1:00 p.m.

Director Presentation – Optional
Financial Metrics Analysis Review
Open for other topics

5:00 p.m.

Adjourn

7:00 p.m.

Group Networking Dinner

Friday

7:00 a.m.

Group Networking Breakfast

8:00 a.m.

Determine and present member goals for next meeting
Membership review

Confirm Scheduled Dates/Location/Times for Next Meeting, (Speakers, Presentations, etc.)

12:00 p.m.

Complete Meeting Survey Form and Adjourn

ABOUT PROFIT *systems*, a HighJump product

PROFIT *systems* is a complete software solution for the modern home goods retailer. Key components of their solutions for retailers include enterprise software, consulting, performance groups, advanced education, group-buying freight programs, eCommerce and business intelligence. PROFIT *systems* features real-time inventory management, customer relations management, point-of-sale, and accounting systems. For additional information on PROFIT *systems*, a HighJump product, please visit their website at: www.profitsystems.com.