

Maxim Off Highway Axle Business: An Acquisition Opportunity (A)

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Measuring Success

- Design & implementation of operational review cycle.
- Review of business operating procedures (resources, training, industry change).
- Analysis of financial performance

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Regional Success

<ul style="list-style-type: none"> Review Screening market segments Customize of local activities Search & History Marketing activities Training 	<ul style="list-style-type: none"> Cost Management Full line Operability Infrastructure Training
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Our Aim

Customer success is determined by the ability to develop and execute lines of success while managing expenditures.

A profit must be profitable

Regional Manager's Influence

- Empowering
- Control & Leadership
- External Relationships

Review a market area

- Identifying the appropriate value, leading a team, international
- Developing a fully motivated, professional, and reliable workforce
- Setting meeting standards

Review local opportunities for growth and to control expenditures

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Learning & Development

- Encourage growth through supporting the B2B?

Full Manager Ability to reach & issue activities complete administrative tasks, control & sell products

Encourage Full Manager to take ownership of

Initiative Development, training & maintenance of part of both value activities

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Our Aim

Commercial success is determined by the ability to develop and maintain lines of revenue while managing expenditures.



A product must be profitable.

Regional Success

Revenue

Increasing market awareness
Conversion of trial attendee
Events & Holidays
Membership retention
Training

Cost Management

Park fees
Expendables
Instructors
Training

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Regional Manager's Influence

Communication

Internal Stakeholders

External Stakeholders

Review of current state.

Influencing the employee culture. Instilling a team environment.

Developing a highly motivated, ;professional and reflective workforce.

Setting industry standards

Researching opportunities for growth and to contain competition.

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Learning & Development

Encouraging growth through improving the BMF product.

Park Managers: Ability to coach & assess instructors, complete administrative tasks, market & sell products.

Encouraging Park Managers to take ownership of venue.

Instructors: Recruitment, training & maintenance of pool of high calibre instructors.

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