



Colorado Automobile Dealers Association



# How to Create Pay Plans that Really Work

**Webinar: 11:00am, Thursday – September 2, 2010**

**How to formulate pay plans that help meet dealership objectives!**

Creating manager pay plans that help achieve dealership goals can be a daunting task. Keeping these plans simple enough to understand, how they impact the manager's pay check, while continuing to improve the behavior and performance you desire are still elusive targets for many dealers, GMs and Controllers.

Jeff Sacks is a long-time student of dealership pay plans and will provide you with a process for pay plan creation that will avoid the mistakes and backfires that often end up over-paying or even worse- rewarding non-productive behaviors. Pay-For-Performance is a worthy goal; now learn how to create pay plans that truly work in sync with your intentions.

**PRESENTED BY: JEFF SACKS, JEFF SACKS AUTO**

Date / Time	Location
<b>Thurs., Sep. 2</b> 11:00am (MDT)	<p><b>WEBINAR: NO NEED TO LEAVE YOUR OFFICE!!</b></p> <ul style="list-style-type: none"> <li>• Listen to the presenter via Internet audio broadcast</li> <li>• View presentation slides on your computer via the Internet</li> <li>• Participants are able to submit questions directly to the presenter</li> </ul> <p><b>Cost:</b> CADA Members \$169 / Non-Members \$298.00  <b>To register:</b> <a href="http://www.dealersedge.com/TCDi1-Register">www.dealersedge.com/TCDi1-Register</a> , Enter discount code <b>TCDi1CADA</b> (not case sensitive)</p> <p><small>** DealersEdge does accept "bill me" registrations. If you prefer to be invoiced, rather than to pay online with a credit card, please call 800-321-5312 for personal and prompt service.</small></p>

## Registration Info:

This Webinar will last about 90 to 120 well-invested minutes. In addition to the live connection, after the Webinar all attendees will receive (via email) a link to download and play this program again for others on your team. Keep the recording and handouts in your training library for future reference and training. Info on how to connect will also be sent via email and CADA Member Services is always available to provide any needed assistance.

### Can't make it on these dates? Why you should register anyway...

Because registered attendees receive instructions on how to download the program after the Webinar, even if you are not planning on being available on the date above, you should register so that you can listen to and view the program at a time and place convenient to you. If you register, you can listen in whenever you want.

**Hosted in conjunction with:** DealersEdge

If you have any difficulty obtaining your discount, please call DealersEdge at 800.321.5312 for assistance.

Questions:



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