

STEP I

Define & Assess the Opportunity

STEP II

Plan Development of the Opportunity

STEP III

Financially Managing the Opportunity

STEP IV

Executing the PlanFor the Opportunity

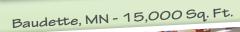
STEP V

Benefiting From Seizing the Opportunity



Successful Stores







Russell, KS - 7,200 Sq. Ft.



For more information about the Stars Program contact your District Manager





STEP I

Define & Assess the Opportunity



FEATURE

- In depth Market Analysis
- Project the payback on the project
- Establishment of goal and a plan to achieve the goal

BENEFIT

- Quantify the Opportunity
- Making the best utilization of your investment
- Staving focused on achieving your goal



Whether you are just starting in the Hardware industry or thinking about selling and retiring, **United Hardware has the** program for you.

Our Mission is to increase the Profitability and Value of our Dealer's Business.

STEP V

Benefiting From Seizing the Opportunity

FEATURE

■ Create a plan to guide future business decisions

BENEFIT

■ Maximize the value of the business



STEP IV

Executing the Plan

STEP II

Plan Development of the Opportunity

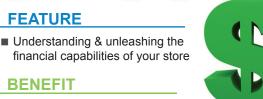
FEATURE

- Customize your store to serve the market needs
- Marketing plan for your store
- Enhance the layout & appearance of your store



BENEFIT

- Satisfy consumer needs & wants securing your market share
- Attract new customers & retain current customers
- Improve retail productivity & enhance customer experience



■ Maximize profitability and ROI (Return on Investment)

STEP III

Financially Managing the Opportunity

#02 ANYTOWN, USA (S.CORP) BALANCE SHEET								
ASSETS	CURRENT YEAR		LAST YEAR		INCREASE (DECREASE)			
CURRENT ASSETS BANK 1 101 - CORP. BANK 1 101 - CORP. BANK 2 107 - CASH ON HAND 110 - ACCOUNTS RECEIVABLE 119 - MVENTORY TOTAL CURRENT ASSETS	s 	(33,203.16) 2,692.84 1,425.00 37,517.16 546,596.70 555,028.54	\$ \$	(29,805,04) 1,353,81 1,613,00 43,480,85 516,159,49 532,802,11	\$ \$	(3,398.12) 1,339.03 (188.00) (5,963.69) 30,437.21 22,226.43		
PROPERTY AND EQUIPMENT 218 - COMPUTERS 220 - MATCHWITE COMPUTER 221 - ACQUAD DEPP 222 - RALY GEPR RENTAL EQUIP 223 - RALY GEPR RENTAL EQUIP 224 - COMPUTER 225 - ACQUAD DEPP 226 - COMPUTER 227 - ACQUAD DEPP 228 - VERICAL DEPP	s	13,864,54 (13,864,54) 7,587,91 (5,403,04) 135,878,71 (13,718,87 (13,718,87) (13,718,87) (13,718,87) (13,718,87)	s	0.00 0.00 7,587.91 (3,946.00) 124,953.68 (124,953.68) 13,718.87 (13,718.87) 39,132.60 (39,132.60)	\$	13,864.54 (13,864.54) 0.00 (1,457.04) 10,925.03 (10,925.03) 0.00 0.00		

BENEFIT

FEATURE

■ Provide guidance &

■ Deliver quality service to achieve customer satisfaction

■ Extensive employee training

■ Effective & proper utilization

of employee's time & skills

direction for employees

- Maximize productivity while delivering high level of service
- Allow employees to reach their potential & elevate the store above the competition



