



STEP I

Define & Assess the Opportunity

STEP II

Plan Development
of the Opportunity

STEP III

Financially Managing
the Opportunity

STEP IV

Executing the Plan
For the Opportunity

STEP V

Benefiting From
Seizing the Opportunity



Successful Stores

Hoisington, KS - 5,700 Sq. Ft.



Baudette, MN - 15,000 Sq. Ft.



Russell, KS - 7,200 Sq. Ft.



For more information
about the Stars Program
contact your
District Manager





STARS PROGRAM

STEPS TO ACHIEVING RETAIL SUCCESS

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
- Staying 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 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



STEP III

Financially Managing the Opportunity

	CURRENT YEAR	LAST YEAR	INCREASE (DECREASE)
ASSETS			
CURRENT ASSETS			
101 - CASH IN BANK - BANK 1	\$ (33,203.16)	\$ (29,805.04)	\$ (3,398.12)
102 - SAVINGS - BANK 2	2,892.84	1,353.81	1,539.03
103 - CASH ON HAND	1,425.00	1,813.00	(188.00)
110 - ACCOUNTS RECEIVABLE	37,517.18	43,480.85	(5,963.67)
119 - INVENTORY	546,086.00	516,158.65	29,927.35
TOTAL CURRENT ASSETS	\$ 550,028.54	\$ 532,622.11	\$ 17,406.43
PROPERTY AND EQUIPMENT			
218 - COMPUTERS	\$ 13,864.54	\$ 0.00	\$ 13,864.54
219 - ACCUM DEPR	(13,864.54)	0.00	(13,864.54)
220 - MATCHRITE COMPUTER	7,587.91	7,587.91	0.00
221 - ACCUM DEPR	(5,403.04)	(5,403.04)	0.00
222 - FULLY DEPR. RENTAL EQUIP	135,878.71	124,963.69	10,915.02
223 - ACCUM DEPR	(135,878.71)	(124,963.69)	(10,915.02)
224 - COMPUTER	17,718.57	17,718.57	0.00
225 - ACCUM DEPR	(17,718.57)	(17,718.57)	0.00
226 - VEHICLE	39,132.85	39,132.85	0.00
227 - ACCUM DEPR	(39,132.85)	(39,132.85)	0.00

FEATURE

- Understanding & unleashing the financial capabilities of your store

BENEFIT

- Maximize profitability and ROI (Return on Investment)



STEP IV

Executing the Plan For the Opportunity

FEATURE

- Extensive employee training
- Effective & proper utilization of employee's time & skills
- Provide guidance & direction for employees



BENEFIT

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

