



RETOOLING RETAIL™

The People Side of Future Retailing



Prepare Your Dealerships to Excel in the Future

Ask anyone in the automotive industry what “future retailing” means and you’re likely to get a technology-based answer. From inventory management tools to customer touchpoint apps, there is no shortage of technology available to help modernize your dealership. Couple these new technologies with the increased complexity of vehicles; consumer demands for transparency and speed; new outlets for buying, leasing, or subscribing; and a multigenerational staff, and the result is dealerships that are grappling with significant disruption to their long-standing business models and ways of working.

Remaining relevant and competitive in today’s quickly evolving marketplace requires more than just the latest technology. It requires a well-prepared, agile team and modern business approaches that seamlessly span physical and virtual environments.

GP Sandy (GP Strategies® Automotive group), has the experience and the solutions to help your dealerships tackle these and other challenges, and to achieve their highest potential. Additionally, TTi Global offers global staffing, training, research, and consulting services to the robust array of retail automotive solutions offered by GP Strategies.

Together we have
over **50** years 
of automotive retail experience

Over **200**  associates
working with dealerships every day

Operate
globally 
with local delivery

We are at the forefront of 
workforce excellence
strategies in the automotive
industry – past, present, and future





Leader and Manager Development

The importance of developing strong leaders in the highly competitive automotive industry cannot be understated. GP Strategies recognizes that true success occurs when all parts of the organization are aligned and prepared to tackle challenges together. By equipping entire dealerships with leadership skills, and building a solid culture of committed employees, the people who make up your Sales and Service teams will all be aligned, moving in the same direction, and prepared for the challenges that await the future of automotive retail.



Performance Consulting

Addressing performance gaps is a crucial step to revitalizing your dealerships and creating well-oiled machines that are ready to tackle the challenges of future retail. Our performance consulting specialists focus on your objectives, store by store, helping you create and hit measurable performance targets. We will help you identify performance gaps, determine their causes, and eliminate them.



Human Capital Management

Change is inevitable and your dealerships must recognize the need to prepare for both internal and external changes facing today's automotive retail industry. When your dealerships create their roadmaps to future success—whether success includes new technology or new business processes—it is important to consider how your teams are going to be impacted and then take the appropriate steps to ensure effective, sustainable change.

Our solutions are tailored to the specific needs of your dealerships and your team members, whether you are undertaking a major transformational change or facing the constant small changes associated with cloud technology. GP Strategies' focus can be strategic, operational, or tactical, but in all cases, our methodology allows us to shape our services to meet your needs.



Digital Retail Integration

Advances in enterprise technology are changing the landscape of automotive retail. This creates the opportunity to seek better efficiencies and bottom-line growth. However, technology can only take you so far. Ultimately, your people must be trained and enabled to work with powerful new technology.

Most change or technology initiatives fail, and the primary reason for these failures is lack of successful user adoption. Proper performance support tools, training, communication, and maintenance plans must be put into place to ensure that you are getting a return on any new technology investment.



Automotive Retail Academy

Our Automotive Retail Academy offers targeted professional management education for automotive dealership managers around the world. Each session in this online university tackles a different aspect of automotive management, with emphasis on topics like improving workforce productivity, increasing profits, identifying market trends, and cultivating sales management. This training is designed to provide just-in time learning that is accessible and will include only the courses that pertain to your needs and interests.



Move into the future of automotive retailing with a prepared workforce. To learn more visit RetoolingRetail.com.

About GP Strategies | 50 Years of Performance Improvement

GP Strategies Corporation (NYSE: GPX) is a global performance improvement solutions provider of training, digital learning strategies and solutions, management consulting, and engineering services. GP Strategies' solutions improve the effectiveness of organizations by delivering innovative and superior training, consulting, and business improvement services customized to meet the specific needs of its clients. Clients include Fortune 500 companies, manufacturing, process and energy industries, and other commercial and government customers.

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