

22 SESSIONS

- **Positioning** for Retail Success
- Creating a Great **First & Lasting Impression**
- Rejuvenating the **Center Store**
- Supermarket **Rules**
- **Leadership & MBTI** Assessment
- **Developing your People**
- **Category Management** & Signature Items
- **Wine** Training & Wine Category
- Best Practices in **Health & Wellness**
- **Local = Fresh** Best Practices from an Independent Retailer
- Supermarket **Finance**
- **Loss Prevention**
- “**Demo-Ramas**” (**Marketing** Occasions)
- Managing the **Produce** Department
- **Food Service “Experiencing”** Best Practices
- **Deli - Cheese** Best Practices: Turning a Loss into Profit
- **Deli - Grab & Go** “Choose-Your-Own” Meat Bar
- Managing the **Bakery** Department
- **Meat** Department - **CAB** Perspective
- **Social Media** - Best Practices in Advertising & Marketing
- “Great Stores have **Great Managers**”
- **Sustainability** in Grocery Stores

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SPEAKERS



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Vice President
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