

Know *what* you need, and *when* you need it.

*Having the right product, at the right place, and at the right time is **the** key to successful retailing.*

The ability to accurately forecast your sales and match your inventory to these projected results is critical. It can make or break your business.



Accurate forecasting is an art and a science. TEC's Forecasting 101™ helps you learn all the elements of this balancing act so you can create the best plans possible for your company.



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TEC, Inc.

Presents:

Forecasting 101™

*Planning
Today for
Success
Tomorrow*

*A customized program
to enhance excellence
and efficiencies
in your organization*



*Providing the right solutions
to meet your training needs*

Plan for Your Successful Future Today!

Knowing what to buy, when to buy it and when it will sell is a very complicated balancing act. Once you think you've determined a successful strategy, something outside of your control changes just enough to require additional fine-tuning or even the abandonment of your approach. And you start the process all over again.

Forecasting 101™, TEC's workshop on the fundamentals of accurate forecasting and replenishment, can help move you out of this frustrating and costly cycle and into a system that works smoothly and profitably for your organization.

From the basics to details.

Forecasting 101™ provides a baseline understanding of fundamental activities and considerations involved with the forecasting and replenishment of goods and services for your customers.

This interactive, applied workshop uses individual work and large and small group discussions to define key process steps and elements. It reviews the roles, responsibilities, language and technologies to help buyers,

category managers and others improve their skills and enhance their performance.

What do participants learn?

- Industry definitions of forecasting and replenishment
- How to research and analyze a SKU's past performance
- How to determine present conditions and their effect on sales forecasts
- How to forecast future performance of SKU(s) with or without a retail history
- Ways to identify and understand sales patterns and potential unit and dollar sales
- The integration of a company's plans and those of competitors and manufacturers into the forecasting process
- Effective communication methods to use with vendors and manufacturers to increase the potential for accurate forecasts
- The use of technology to capture information and create forecasting
- The roles and responsibilities of everyone in the forecasting process and the way in which they impact sales
- How to ensure that forecasts are performing as planned



Forecasting 101™ is tailored to you.

TEC's qualified consultants customize Forecasting 101™ to fit any retail environment. This two-day workshop can be expanded to meet your specific needs.

By incorporating your company's business processes, technology and roles and responsibilities, our experienced presenters make each lesson personal and relevant. The content makes sense. And the knowledge acquired by participants can be applied immediately in the workplace.

Let TEC help *your* managers become skilled forecasters. You'll realize the benefits for years to come.

For more information, contact:

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