



**Distribution Reality 101™**

**Linking our work activities  
to the bottom line**

# Distribution Reality 101™



**Gamification training with key topics including:**

- Understanding Cash Flow and how our decisions affect it
- Linking our work to the Income Statement
- Understanding Supply Chain Basics
- Seeing the business through the lens of Management
- Collaborative Communication and Team Building
- Importance of Providing Excellent Customer Service (Internal & External)
- Finance P&L Training
- And more...

**Margin + Efficiency = Earnings**





"It's a skill to be able to put yourself in another's perspective and our goal was to enhance this skill across the leaders of our teams. With this highly interactive, fast-paced simulation we not only met, but exceeded our goals! Thank you!"

- Mike Smith, VP of Sales, IDEAL Supply, Inc.

# FEEDBACK

Well Done! Great to see employees from all levels of the business in attendance.

Thank you for the simulation. Showed us that we cannot run a business without proper knowledge of all of the inputs. Great learning experience

Great Training allowing all employees to see 'behind the curtain' and understand reasons management makes the decisions they do

