

Small Store Survival

Success Strategies for Retailers

Arthur Andersen, LLP

WILEY

Small Store Survival

M Walker



Small Store Survival:

Small Store Survival Arthur Andersen, LLP, 1997-01-14 Small Store Survival should challenge retailers views of smallstore retailing by questioning key areas of business What is the vision for the store in 10 years How have the customers changed over the past few years How current are the managers about what customers genuinely like and dislike What is being done to attract educate and motivate the best retail talent in the area How effective is the merchandising strategy What plans exist for succession The real lesson of this study is that the best retailers never stop learning They never stop growing They never lose their enthusiasm for the customers and the business And they never cease to revel in change and the chance to deal with it from the Executive Summary of Small Store Survival Small Store Survival Over the past decade thousands of small retail stores have fallen victim to overwhelming competition from huge discount chains determined to take in every retail dollar in sight But not everyone succumbs to the megastore invasion many small retailers grow and prosper in spite of this cutthroat competition How do they do it Even more important how can you do it Small Store Survival is the how to book that belongs behind the counter of every independent retail store It analyzes small store operation in detail and lays out optimal survival strategies and tactics for seven key areas of business practice that are critical to success customer service marketing merchandising store operations management human resources and finance Its clear and logical organization enables you to evaluate your business practices function by function identify strengths and weaknesses and develop action plans to improve operations in each of these crucial functions Written by a team of experts from Arthur Andersen LLP this guide presents detailed solutions and best practices culled from retailers surveys site visits and industry research Its recommendations are applicable to a broad variety of retail formats including stores that specialize in apparel appliances books drugs health and beauty care products electronics hardware home and garden supplies pets and pet supplies as well as other specialty stores Numerous case studies illustrate the problems that plague many retailers and demonstrate ways you can overcome these obstacles and improve your business You will learn how to Identify customer expectations and meet or exceed them at every turn Identify pursue and capture a distinct customer market Establish a vision and culture for your store plan where the company needs to go and take steps to get there Compete for quality employees and once you hire them keep them Establish budgetary controls and contain costs Negotiate effectively for favorable terms from vendors and suppliers The most successful retailers never stop learning growing and adapting to changing circumstances The hundreds of sound ideas presented in this study were developed and implemented by the most successful small store operators in the industry Here is your chance to learn and grow with them by adapting these solutions to your own business needs **Stores**, 1995

Small-Business Outlook - Hang Tough, **Retailing Management** Michael Levy, Barton A. Weitz, 2001 Retailing has become a high tech global industry Retailing Management covers the latest developments in information technology for retailers It also covers current trends and practices in international retailing An interactive website offers additional

resources for the reader **The Survival of the Small Firm: The economics of survival and entrepreneurship** James Curran, John Stanworth, David Watkins, 1986 Departmental Merchandising Results in Small Department Stores ... Edgar Howard Gault, 1959 **Small Store Survival** Arthur Andersen, 2003 **Pet Business** , 1994-07 **Survival in the Office** Andrew J. DuBrin, 1977 Predicasts F & S Index United States , 1981 **Miscellaneous Bulletins on Retail Trade** , 1942 *PAS Memo* American Planning Association. Planning Advisory Service, 2000 *Laws of the State of Illinois* Illinois, 1997 **Laws of the State of Illinois Enacted by the ... General Assembly at the Extra Session ...** Illinois, 1997

Masterminding the Store Donald Ziccardi, 1997-01-14 In case you haven't noticed there's a whole new retail and marketing scene out there. It's complicated, intensely competitive and changing at a rate that's hard to keep up with. Malls and downtown strips are spawning theme stores such as Warner and Disney. At the Bloomingdale's courtesy counter in New York, staff who speak 30 languages are available to answer questions for international clientele. Wal-Mart has stores in China. Subway ads are considered chic. The game of brand management is getting grittier with the Coca-Colas and Calvin Kleins of the world overrunning the selling floors and knocking out the smaller niche players. And with all the merchandise tie-ins and pre-release advertising you don't just go to the movies anymore; you attend cinematic happenings that are almost impossible to resist. Huge, costly marketing ploys are creating demand for things that didn't exist before and for things that consumers simply never thought they needed before. MasterMinding the Store helps you deal with the present situation and prepare for the future. How so? By imparting the creative insights of Donald Ziccardi, who has logged 20 years in marketing and advertising; his experience is woven into over 100 real-life anecdotes and case studies about media strategies, creative executions, and agency-client relationships that provide the combined wisdom of years and years of experience. In its down-to-earth, breezy style, MasterMinding the Store demystifies the marketing planning process with easy-to-follow steps. Teaches how to develop and deliver a powerful creative advertising message that meets marketing objectives. Tells how to quickly study your company, customers, and competition, then stake out a marketing position and set realistic budgets. Examines winning and losing principles of actual advertising, public relations, and sales promotion campaigns. Amid the new competitive climate, it's not enough to produce a quality product or a useful service. You have to exploit the power of the media and utilize new resources available in technology, research, and marketing to tap into the minds and hearts of a more demanding consumer and capitalize on shifting demographics and lifestyles. To do all this, you need your corporate constitution, the right marketing plan. Section 1 of the book details the marketing plan, including guidelines on how to get started, how to successfully use good and not-so-good news on the state of your company, and why it's important to know as much as possible about your consumer and your competitors. Section 2 is loaded with real-life accounts and behind-the-scenes anecdotes that teach valuable lessons on moving from the creative to the practical: media planning, sales promotion, point of purchase, personal selling, and public relations. The book concludes with an in-depth analysis of budgeting. Whether you are a seasoned

professional or a newcomer in fashion design wholesaling retailing or advertising or whether you are a small business owner or a student of business MasterMinding the Store will help you cut marketing costs and maximize advertising dollars It will help you achieve every retailer s ultimate goal bringing the right products and services to customers where and when they want them Praise for MasterMinding the Store I highly recommend MasterMinding the Store The ins and outs of advertising and marketing in this important guide will help not only marketing managers but everyone who has ever considered advertising a product or service Linda Allard Design Director Ellen Tracy Don s book is a marvelous blend of broad and useful knowledge coming from hard personal experience and an active imaginative mind It s all interwoven with a powerful presence of uncommon common sense Ken Kolker Senior Advisor and former Chairman May Merchandising Company A first rate guide on how to create effective advertising and marketing campaigns whether you re designing fashion or selling hardware Don combines his ability as a realistic businessman and a dynamic creative force in the message of this book Stu Schwartz President Annie Sez In the increasingly competitive world of selling good straightforward advice has been a rare commodity No longer MasterMinding the Store is a smart well thought out approach on how to sell smart and be a savvy marketer as well It is wonderfully conversational has a great sense of humor is well paced and if that is not enough there is lots of must have information If you want to improve your selling skills start by reading this book It will make a difference Sandy Golinkin Publisher Allure Don s varied experiences bring a unique and insightful perspective on marketing as we enter the new millennium Art Reiner President and CEO Finlay Fine Jewelry former Chairman and CEO of Macy s Northeast Don Ziccardi captures the nuts and bolts of advertising wisdom in an easy readable format which should not only be read and remembered but followed Glenn Palmer President Liz Claiborne Collection and Studio Don Ziccardi has all the answers to the questions that we so often forget to ask After reading this book advertising and marketing executives will agree that Don gives us the vision and the inspiration we need to move forward in this very competitive and difficult economy Jeannette Chang Publisher Harper s Bazaar *The Guide to Retail Business Planning* Warren G. Purdy,1997 Developed exclusively for the owners and managers of retail businesses The Direction of Japanese Distribution System Reforms Tatsuya Yamamoto,1997 *Home Furnishings Executive* ,1994 **Men's Wear** ,1982-08 **California Men's and Boys' Stylist** ,1963

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

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





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