



The Educational Voice in Golf Merchandising  
Since 1989

Join Dane Cohen of leading retail planning and analysis company Management One, as he gives an overview of where Management One sees threats and opportunities for retailers in 2023. The session will focus on timely strategies that retailers can use to uncover cash in their business by taking a fresh look at their inventory strategy. Most importantly, retailers will learn the 5 critical mistakes to avoid when it comes to managing inventory. Dane will highlight how to manage the perishability of general merchandise, the importance of turn + flow, and how data-driven forecasting can optimize sales (and cash) performance in 2023.

**3 key takeaways from the session:**

- 5 critical mistakes to avoid in inventory management
- How to generate more cash in your retail business
- The importance of proper budgeting when buying merchandise

**Name \***

First Name      Last Name

**Email \***

example@example.com

**Company / Facility \***

**Are you a current member of the Association of Golf Merchandisers (AGM)?**

- Yes
- No

**Would you like to receive information on joining the AGM?**

- Yes
- No

**Would you like to receive information from Management One?**

No