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Retail Revelations-Strategies for Improving Sales, Margins, and Turnover

Ritchie Sayner

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A compilation of retail business articles covering virtually every topic you may have had a question about: including determining initial markup,turnover, GMROI, inventory control, staff meetings, retail relationships, customer service, incentive plans, classification merchandising, sales and inventory forecasting, and creating an open-to-buy plan. The ideas compiled in this volume come from my personal experiences as a buyer and merchandise manager, as well as over 13,000 client reviews I have conducted with independent specialty retailers since 1980. A must read for new store owners and a valuable reference of best practices for seasoned retail professionals.

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