

## Traits of High-Profit Stores

- Net profit before taxes, is higher.
- Have better trained employees, with less turnover.
- Employees are on an incentive plan.
- Payroll as a percentage of gross profit, is lower.
- Achieve a 2½ - 3½% higher gross profit, on overall store sales.
- Things just 'look easier' at their stores!
  - "They don't have the same problems I do."