**Really?!? You did That?!?**

**Top 10 Dumb Management Ideas**

**for Manufactured Home Retailers**

1. Decide to save money by reusing old rickety wood steps without hand rails on all your show homes;
2. Sign an indemnification and defense agreement in favor of a home manufacturer for their product;
3. Overpromise on the characteristics of the home and tell the buyer that it will arrive in perfect condition and require no maintenance, and then ignore all customer service requests;
4. Never have transporters, installers, and other subcontractors sign written performance contracts in favor of you as the retailer;
5. Do Not verify that your sub-contractors are insured. Just take their word for it;
6. Have all your inventory on an unfenced, unlit lot, and not visible from the roadway;
7. Hire based on your “gut feeling,” forgoing background checks and job suitability tests;
8. Close all your sales with sloppy and incomplete business forms;
9. Allow sales personnel to close sales without management in attendance; and
10. Never, ever, discuss professional driving standards with all employees who drive in the course of their employment and do not have them sign Mobile’s Driver Safety Agreement.

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