

USED CAR MANAGEMENT

2 Month Program Outline

2 Days per Visit

- IMPORTANCE OF DATA
 - Overabundance of data
 - Strategic guide
 - What the data means

- DLA PERFORMANCE MANAGEMENT TOOL (DLPM)
 - Primary focus
 - 2 important goals
 - Fundamental management
 - Management cadence

- BUCKET SYSTEM
 - Current bucket system
 - DLA bucket system
 - Produce efficiency
 - Prevent wholesale loss
 - Examine wholesale loss
 - Dangers of misuse

- STOCKED INVENTORY
 - Prioritize your inventory
 - Let your inventory tell the story
 - Re-evaluate inventory
 - Analyze Appraisals
 - Current appraisal process
 - DLA appraisal process
 - Accurate appraisals
 - Poor appraisal process
 - Too much
 - What and how to analyze

- PRICING VS AGING
 - When to re-price inventory
 - Indicators for re-pricing
 - Aged inventory
 - #1 biggest mistake
 - Long-term effect of aged inventory
 - Placing blame

- TIME TO MARKET
 - Current time to market
 - Ideal time to market
 - Causes of pro-longing
 - Correct time to market breakdown
 - Long-term negative effect

- ASSESSING CORE INVENTORY
 - Core inventory
 - Percentage of core inventory
 - Manage core inventory
 - Avoid inventory mistakes
 - Keep it fresh
 - Avoid stagnation

- LOSS VS HOLDING OUT
 - Pros and cons of red line philosophy
 - When to hold common indicators
 - When to take the loss
 - Taking a loss defined

- LOSS = GAIN
 - Is taking a loss always bad
 - Analyze missed deals
 - Identify “sleds”
 - Practical use of practice tracing

- TASK LIST
 - Daily tasks
 - Weekly tasks
 - Monthly
 - Tips & Recommendations

- RETAIL EFFECTIVENESS
 - How retail effects the used-car department
 - Use the data to make adjustments
 - Story behind new car sales

- FINANCIAL RECAP PREPARATION
 - Re-cap defined
 - What goes into it
 - How to analyze it
 - Operational changes to consider
 - Fixing profitability issues

- COHESIVE TEAM
 - Cohesive defined
 - Cohesive team
 - Components of a long-term team
 - Success vs failure

- DLA QUICK GUIDE TO SUCCESS
 - Current definition
 - Checklist