

BALANCE YOUR LOT

With the New Math

MAINTAIN INVENTORY LEVELS TO MATCH YOUR 30-DAY ROLLING TOTAL OF RETAIL SALES.

Balance your retail sales and inventory levels to reduce inventory age and minimize retail losses.

WORKSHEET



How many vehicles do you currently have in stock?

A



How many vehicles have you sold in the past 30 days?

B

Compare A and B.

If A is higher than B by more than 10 units, stop acquiring auction vehicles until you're balanced again.

If A and B are equal, you're balanced! Adopt the investment-minded approach to maintain your balance.

If B is higher than A by more than 10 units, you likely need more inventory so you have enough to sell.

**MONITOR YOUR PERFORMANCE AGAINST
THE 30-DAY ROLLING TOTAL EVERY DAY.**

Learn more in Dale Pollak's newest book, "Gross Deception," which explains why the investment-minded approach is the only path to profits in today's used car environment.

vAuto.com/GrossDeceptionBook

