

# Save a deal meeting analyzing Inventory sold/appraisals- Class 409.

- **BEST IDEA SESSION**

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Good afternoon to all of you in 409,

I am going to share my best idea from Variable class 1 with you all and would love some feedback and comments. I certainly took a lot out of the class this week but nothing seemed to stand out more than Mr. Dale Pollak's analysis of the inventory and state of the used car market. This idea of cheap selling our best fast moving products and sitting on our slower moving products certainly was my biggest take away. I have four stores and I decided that it would be a good practice to start having a save a deal meeting regarding inventory sold, pricing and new appraisals and review them all. I will be having a meeting with all four of my stores, their GM's and sales managers each morning at 815 going over the vehicles sold, what price they sold for, what the gross was and appraisals from the day before. I want to ensure we are pricing our vehicles online every day with the sole idea that market day supply is what really matter. The "realities of the internet" will certainly be discussed and our game plan to move the bronze pieces out early and maximized on the platinum vehicles we have in stock and everything in between.

I believe this will be a great practice for myself and my team to do every day so they can see the vision come to life in this meeting. They will know the vision, process, and have the accountability to then make the best appropriate decisions for our stores. We will use the "power of our region" to make each other better. We will analyze and praise the good, while coaching and discussing the bad. Together we will bring this new vision to life and start to increase our grosses and move our inventory in a much more timely and efficient way. We will increase our "GROI" and put this long term not short term vision to work every day in our stores. We will become GREAT investment managers and start to look at our business in a way that will maximize all profits and start selling cars to maximize net profit instead of gross profit.

I am excited to share this new vision with my team and start to analyze our current used car sales and make us a smarter, more efficient and in turn more profitable used car department. We will become better as a region. As the market continues to turn in a way that we know is going to be more difficult to stay profitable in we must teach our teams how to maximize all deals and stay profitable in this new market we find ourselves in. I will be praising the good while coaching the bad to ensure we learn and make each other better every day. We will celebrate the wins and together motivate and push each other to new levels in each store. We will use the "power of our region" to share best practices and success stories . We will review inventory, appraisals, and

putting our new pricing structure in place and ensure daily that it is being followed. I am very excited to start this and will share with you all the results along the way