

Understand the Back-Office Drivers of Cash Flow

ARE YOU THINKING OF
TITLING FOR A NEW TODAY?

There are things to consider when rethinking your back-office processes.

Process efficiency leads to cash flow and cash flow powers business growth. One of the most viable sources for cash flow at your dealership today are trade-ins. Looking at process and solutions to gain speed in processing of inventory being sourced and sold has been shown to be instrumental.

Keeping these considerations in mind will help you improve your back-office process to promote cash flow at your dealership.

PRIMARY CONSIDERATIONS FOR CASH FLOW

- Your ability to recon vehicles brought in on trade or acquired wholesale to remarket.
- Focus on advertising vehicles, targeting key channels to generate quality leads in a market that has a glut of supply and less of an immediate demand.
- Back-end process efficiency, particularly your ability to speed title release for trade-in vehicles, for faster turn.

WHAT TO DO TODAY, AND LOOKING AHEAD

- Vet your trade-in's to help ensure marketability and the ability for a fast turn, specific to your target markets.
- Streamline your back-office process to save staff time and avoid bottlenecks in the flow of funds.
- Look for virtual solutions that automate manual processes, improve back-office efficiency, inventory turn, and your bottom line.

To further explore key drivers and how cash flow processes can be optimized, **read this brief article.**

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