

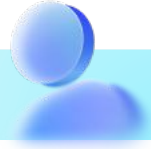
Cut Aging, Increase Turns: Acquisition and Inventory Strategy That Works Together



Your Monday Morning Outcome

By following this guide, you will have service drive vehicle acquisition workflows outlined and configured, aging visibility on every unit on your lot, and your data informing what you stock next, so the right vehicles land on your lot and move before they erode your profit.

Before You Start



Pre-Implementation Checklist

✓ Current aging baseline

Pull the Inventory Aging Report. Capture today's average days-to-sell, the count of units over 60 days, and the count over 90 days. This is what the workflow is going to move.

✓ Floor plan cost visibility

Calculate the daily floor plan cost per unit. Knowing the dollar cost of aging makes pricing-down decisions data-driven rather than emotional.

✓ Acquisition channels mapped

List your active acquisition channels: trade-ins, auction, off-lease, fleet returns, customer acquisition campaigns. Each channel has different cost economics and different turn dynamics.

✓ Pricing strategy framework

Document your pricing-down cadence. Most stores reduce price at defined aging thresholds like 30, 45, 60 days. Plan the framework.

✓ Baseline captured

Pull Vehicle Inventory data for the last 90 days of sold units. The data tells you what your customers actually buy, that informs what you stock next.



Configure Vehicle Acquisition Workflows

Time: 5 minutes | **Navigation:** Settings > AI Agents > AI Studio > Vehicle Acquisition AI

Settings	Configuration
Customer Vehicle Report Targeting	Configure service drive acquisition workflow by vehicle criteria like Year, Make, Model, and Mileage thresholds. Buying decisions made against framework produce better outcomes than buying decisions made in the moment.
Customer Vehicle- Report Delivery	Configure report delivery preferences

Configure Reporting

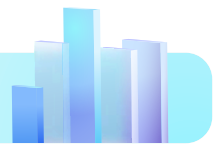
Time: 5 minutes | **Navigation:** Analytics > Inventory Dashboard > Store Settings

Settings	Configuration
Inventory Age Thresholds	These settings define when a vehicle is considered "aged" and affects how units are flagged across all dashboard views.
New Vehicle Filters	Only vehicles meeting all three conditions below are included in New Vehicle reporting:
Used Vehicle Filters	Only vehicles meeting all three conditions below are included in Used Vehicle reporting:
Explore Screen Configuration – Used Vehicles	Vehicles are bucketed into named groups based on gross profit and age. Priority order determines which label a vehicle receives first when it qualifies for multiple rules.
Explore Screen Configuration – New Vehicles	Similar bucketing logic applied to new vehicle inventory, with thresholds adjusted to reflect new car gross expectations.
Opportunities Screen Configuration	Vehicles are flagged for sales team attention based on deal activity, lead activity, and age. These buckets drive the Opportunities dashboard view.

Build the Daily Inventory Routine

Time: 15 minutes | **Navigation:** Vehicle Inventory > Vehicle Inventory

Routine	Configuration
Daily Aging Walkthrough	Each morning, the inventory manager walks the aging of vehicle inventory. Every unit crossing into a new aging bucket needs a decision today such as: price adjustment, photo refresh, sales spotlight, or wholesale.
Weekly Turn-Rate Review	Pull turn rate by stock type. Identify categories trending toward longer days-to-sell before they become aging problems. Adjusting the stocking mix is much easier than discounting aged inventory.
Monthly Acquisition Strategy Review	Each month, review acquisition source performance. Which channel produced the highest margin sales? Which produced the fastest turn? Adjust acquisition strategy based on the data, not on habit.
Quarterly Stocking Mix Refresh	Every quarter, review what your customers bought versus what you stocked. The gap is your stocking-mix opportunity.



Report	Navigation	What to Look For
Inventory Dashboard – Summary	Analytics > Inventory Dashboard > Summary tab	Get an overview of your entire inventory health. This report tracks aged units and turn rates by stock type, month over month, so you can spot trends before they become problems. Use it to make smarter stocking decisions, double down on what's moving and pull back on what's sitting. Less guesswork, more margin.
Inventory Dashboard – Explore	Analytics > Inventory Dashboard > Explore tab	Dig into the details behind your turn data. This report breaks down performance by year, make, model, and trim so you know exactly which vehicle categories are working hard for you and which ones are taking up space. When you can see turn rate alongside current stock count by category, you can negotiate, acquire, and price with confidence.
Inventory Dashboard – Opportunities	Analytics > Inventory Dashboard > Opportunities tab	Do not let a deal slip through the cracks. This report surfaces your active deals, active leads, and a hot/cold vehicle breakdown, so your team always knows where to focus. Cold vehicles with no deal activity are a signal. Hot vehicles with active leads or deals are an opportunity. It's your daily action list, built right into your inventory data.

Report	Navigation	What to Look For
Inventory Optimization Dashboard	IMS > Inventory Optimization Dashboard	Your service drive is one of your most underutilized acquisition channels. This report tracks Vehicle Acquisition penetration specifically within your service lane, showing how many of the vehicles coming in for service are being converted into trade or purchase opportunities.



Best Practices

✓ Stock what your customers buy, not what you can buy

Inventory pain is rarely a discounting problem at the end, it is a stocking problem at the start. Every unit you wholesale at a loss started as an acquisition decision that ignored what your data already told you. Use the historical sold-unit data to inform acquisition. The discipline at acquisition is what makes the aging discipline easier downstream.