

# MAXIMIZE YOUR NON-AUCTION PURCHASES

COVID-19 has forced many independent dealers to work smarter when it comes to sourcing inventory. With used vehicle prices increasing, profit margins thinning and no reprieve in sight, independent dealers are turning to non-traditional sourcing options. Expanding your inventory search outside the auctions can help ensure you aren't leaving any money on the table.

## SOURCING NON-AUCTION INVENTORY



**Autotrader**

### AUTOTRADER™

When it comes to reaching a large audience quickly, sites like AutoTrader™ are a good place for dealers to turn to when they need to **FIND THE INVENTORY THEIR CUSTOMERS ARE LOOKING FOR QUICKLY.**



### MARKETPLACE™

Social media sites like Facebook Marketplace™ are a **CONVENIENT WAY FOR USERS TO POST THEIR VEHICLES FOR SALE** and they're also a good place for dealers to find reasonably priced inventory.



**craigslist**

### CRAIGSLIST™

Classified ads posted on Craigslist™ have long offered simple used-car advertisements. Designed to make the selling and buying process as easy as possible. The sheer volume of inventory available on Craigslist™ makes it **ONE OF THE BEST SOLUTIONS WHEN SOURCING NON-AUCTION PURCHASES.**

## MAXIMIZE YOUR FLOOR PLAN

### TRADE-INS

When customers are looking to trade in their vehicle for a new one, dealers can use the negotiation process to help secure a good price on the vehicle they're trading in. **FLOORING A TRADE-IN SAVES YOU NOT ONLY TIME BUT MONEY** by letting NextGear Capital help you handle the consumer loan.



### OWNED INVENTORY

This quick infusion of cash comes with the added **BONUS OF NOT HAVING TO TRACK DOWN TITLES OR WORRY ABOUT ARBITRATION** as you already have all the paperwork for the vehicles at your lot!



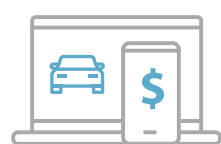
### DEALER TO DEALER

Eyeing inventory another dealer is struggling to sell? Come across a vehicle a dealer is trying to offload? Put it on your floor plan! **WHAT THE SITUATION IS, YOUR FLOOR PLAN CAN PROVIDE YOU WITH THE FUNDING AND FLEXIBILITY** you need to restock your inventory no matter where you find it.



### BENEFITS OF UTILIZING NEXTGEAR CAPITAL FOR NON-AUCTION PURCHASES\*

- Priority servicing when flooring through **ACCOUNT PORTAL**
- Access to a **FREE PRE-PAID FEDEX WAYBILL** means no additional costs for title shipping!
- **LIMITED RESTRICTIONS** when it comes to make and model of the unit being floored



It's more important than ever to have  
**TOOLS AT YOUR DISPOSAL THAT ENSURE  
YOUR DEALERSHIP'S FUTURE SUCCESS.**  
NEXTGEAR CAPITAL PROVIDES VERSATILE  
FINANCING OPTIONS THAT BRING TRUE VALUE  
to your business by creating an easier workflow with  
the flexibility and convenience you need.