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Automotive wholesale expert Kevin B. Leigh reveals how dealers facing compressed margins can shift out of low gear toward accelerated wholesale profits. Leigh and his partners introduce the Wholesale Simplified method and the application of a silent bid sale to improve the performance of vehicle wholesale departments..

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Wholesale Simplified debunks that belief once and for all, showing dealers that they can appraise trades correctly and still profit from wholesale. In this transformative time for car dealers, Wholesale Simplified shifts the discussion from wholesaling at auction to becoming the auction and reveals the journey many dealers have undertaken to reinvent their wholesale departments.

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Automotive suppliers can therefore be differentiated according to their value added stage. The supplier pyramid serves this purpose. The supplier pyramid represents the hierarchical order of the suppliers of an OEM (Original Equipment Manufacturer) - right up to the end product, i.e. the vehicle. This car manufacturer is at the top of the pyramid.

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Feel Guilty About It What Are Automotive Suppliers? Basics, Ranking and Examples!

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Profit from Wholesale and Not Feel Guilty About It, automotive wholesale expert Kevin Leigh reveals how dealers facing compressed margins can shift out of low gear toward accelerated wholesale profits. Leigh and his partners introduce the "Wholesale Simplified Method" and the application of a silent bid sale to improve the performance of vehicle wholesale departments.

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In Automotive Wholesale Simplified: How to Profit from Wholesale and Not Feel Guilty About It, automotive wholesale expert Kevin Leigh reveals how dealers facing compressed margins can shift out of low gear toward accelerated wholesale profits. Leigh and his partners introduce the Wholesale Simplified method and the application of a silent bid

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sale to improve the performance of vehicle wholesale departments. For too long dealers have felt guilty about wholesale losses, going so far as to believe that wholesale profit is a bad thing. Wholesale Simplified debunks that belief once and for all, showing dealers that they can appraise trades correctly and still profit from wholesale. In this transformative time for car dealers, Wholesale Simplified shifts the discussion from wholesaling at auction to becoming the auction and reveals the journey many dealers have undertaken to reinvent their wholesale departments.

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Wholesalers and how they work have always been a bit of a mystery, even for auto industry insiders. They are known to acquire the inventory that a dealership can't sell and somehow get another dealership to buy it. Although all these processes can be quite confusing, successful wholesalers can sell lots of cars wholesale and become rich quickly. This book will reveal the journey many dealers have undertaken to reinvent their wholesale departments.

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