VETTX

DAILY WORKFLOW

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THE KEY TO SUCCESS IS TO HAVE A CONSISTENT AND PERSISTENT PROCESS

1. CHECK FOR APPOINTMENTS/ GET PAPERWORK READY

Get an idea of what your day looks like. When confirming your appointments, prepare an equity check, release of liability, DMV, or any other paperwork needed.

2. RE-EVALUATE/CONFIRM SETTINGS

Based on recent sales and current inventory levels, inventory needs might vary week to week, change your search parameters accordingly.

3. REFRESH YOUR MARKET

Click the lightning bolt icon in the upper right to perform a market refresh.

4. CLEAN OUT FRESH SECTION

Take your time, this starts your workflow. Arrow up the cars you want more information on and arrow down the ones you never want to see again.

5. BOOK OUT VEHICLES

For our tier 1 partners this is where we recommend booking out the cars 'In The Process' that you want more information on.

6. START VETTING FRESHLY BOOKED VEHICLES

Start with the vehicles that are most appealing based on your book values (low hanging fruit). Then reach out to each seller to get the overall condition and get their bottom dollar.

7. RECORD ALL RELEVANT INFORMATION

Log each call and any notes in regard to condition in the vett sheet. Also make sure to save any edits.

8. FOLLOW UP

Reach back out to sellers that are already vetted and are close to working out a deal and try to set an appointment.

9. REFRESH YOUR MARKET AGAIN

Every 5 hours you can perform another refresh, then start the process over again.