

Powersports Industry Flat Rate Manual Spader Business

Navigating the Powersports Industry Brandon Prokupek 2023-05-03 I started in the powersports industry in 2008 at which time the statistic was that 70% of all dealers went out of business between 2008-2011. This is a staggering statistic but an all too real one. That being said, with the uncertainty of the economy right now, it's important that dealers are doing everything possible to retain current customers, reach new ones and deliver an experience that keeps customers coming into the dealership. Even though our product line has grown with the addition of the UTV, we still sell a product that is bought with discretionary income so this is a relevant threat during a looming "recession". Recently, our environment changed drastically, we couldn't keep product on the floor and units were essentially selling themselves. This was a major advantage in some ways but a disadvantage in other ways. On one hand, we had built up a massive amount of inventory from 2017-2019 which increased our floor plan bills to record numbers and pushed the outer limits of most dealer's facilities so the surge of sales during Covid was a major relief and a breath of fresh air. On the other hand, over the course of the last 2 years we have experienced unprecedented sales and at some points we felt like we couldn't lose which built a false sense of confidence at almost unhealthy levels. So two questions remain; "What does "normal" now look like and how do we maintain business with inventory growing and sales leveling off?" I have created a guide to help you navigate through any environment. In this book you will find practical and proven practices to help grow and sustain your dealership for years to come.

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