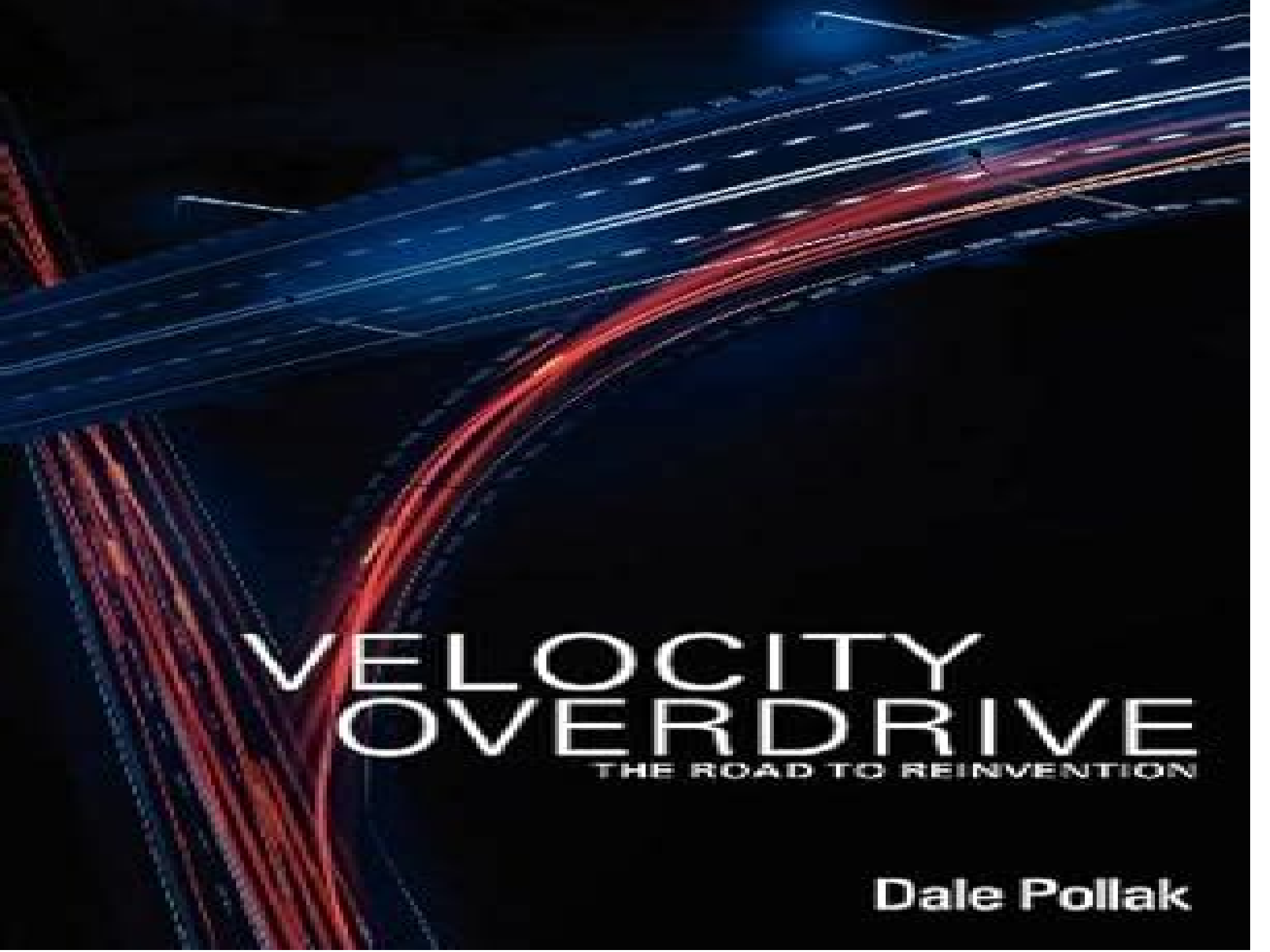




VELOCITY OVERDRIVE

THE ROAD TO REINVENTION

Dale Pollak

Velocity Overdrive The Road To Reinvention

Josh Linkner



Velocity Overdrive The Road To Reinvention:

Velocity Overdrive Dale Pollak, 2013 Velocity Overdrive shifts the discussion of velocity principles and metrics to the next level Across North America dealers are no longer assured of profitability and prosperity Today's environment is defined by increased competition a greater degree of market volatility ongoing margin compression and fast changing consumer expectations Page 2 of cover *Like I See It* Dale Pollak, 2017-10-17 Simply Selling More Cars Won't Be Enough Revolutionizing the Retail Automotive Industry Dale Pollak believes that the car business and the dealers who make their living in it are in more trouble than anyone cares to admit After four decades and three best selling books Pollak has witnessed the trials and triumphs of the retail automotive industry from a vantage point that few get While car dealers are making good money he warns that the industry is at a critical turning point with too few paying attention to how inefficiency and lack of transparency are sapping the industry's true potential Amid the ever faster confluence of technology the Internet and changing consumer preferences the future prosperity of the industry is far from secure *Like I See It* offers practical solutions such as making the sales process more customer focused and digitally driven to encourage sales managing new and used inventory to mitigate margin compression and ending factory bonus checks It spurs much needed conversations and sets guideposts that help dealers OEMs and solution providers improve how they do business It also shows dealers how to stay relevant evolve to keep up with the changing times and deal with issues like high personnel turnover and the coming disruption of ride sharing self driving cars and Millennials who don't want or can't afford to own a car Pollak believes that success will come to dealers who recognize that each customer engagement is a chance to make a positive impact and create a bond He offers a collectively minded approach that will help build a better more profitable and prosperous retail automotive industry for tomorrow

Whole Truth Dale Pollak, 2022-07-12 Dale Pollak unveils the truth and nothing but the whole truth on how to make more money from selling wholesale vehicles As a cofounder of the successful dealership Pollak Cadillac with nearly four decades of experience Dale Pollak's insight is invaluable to both car enthusiasts and to those in the automotive industry alike He was the sole founder of vAuto a premier inventory management solution provider for franchise and independent dealers and now serves as the executive vice president at Cox Automotive His groundbreaking text *Whole Truth A Fresh Money Making Method to Wholesale the Most Misunderstood Side of Your Business* dissects the systemic difficulties that dealers and car wholesalers face today With today's technology and data science used car valuation is growing ever stronger in the wholesale industry despite the recent global pandemic Yet dealers are still settling for too little when they sell Pollak teaches techniques of mindful curation double barreled business and his very own Project Bluebird Guaranteed Profit Model to outline how car dealers can turn a net profit on their wholesale inventory You can expect Greater understanding of the disparity between dealers and top performing wholesalers A comprehensive and controllable method to achieve consistent wholesale profits every month A new perspective on the wholesale market as an efficient transparent and

profitable business And much more The car industry is one of the most innovative in the world yet its wholesalers face financial challenges that can drive them out of business Pollak s expertise as a leader in the field grants him unmatched prestige His concrete solutions for wholesalers will uplift not just their businesses but the car industry as a whole The Road to Reinvention ,2014 The Road to Reinvention Josh Linkner,2014-05-07 Companies communities and individuals fall for many reasons but one of the most common and easily avoidable is the failure to reinvent When people and organizations rest on prior successes rather than driving purposeful transformation they discover too late that they have lost their market position altogether to competitors and external forces The most successful companies brands and individuals make reinvention a regular part of their business strategies Transformation demands an ongoing process of discovery and imagination and The Road to Reinvention lays out a systematic approach for continually challenging and reinventing yourself and your business Venture capitalist and serial entrepreneur Josh Linkner identifies six elements in any business that are ripe for reinvention and shares examples methods and step by step techniques for creating deliberate productive disruption Throughout The Road to Reinvention Linkner also explores the history the great rise unprecedented fall and now rebirth of his beloved hometown Detroit First rising to greatness as the result of breathtaking innovation Detroit had generations of booming growth before succumbing to apathy atrophy and finally bankruptcy Now the city is rising from the ashes and driving sustainable success through an intense focus on reinvention Linkner brings an insider s view of this incredible story of grit determination and creativity sharing his perspective on Detroit s successes and setbacks as a profound example of large scale organizational and personal transformation Change is inevitable You need to decide Will you drive that change or be driven away by it Will you disrupt or be disrupted By choosing to deliberately reimagine your own status quo you can secure a strong future for both your company and your career Changing Lanes Lane Ethridge,2014-12-11 You have permission to pursue your dreams with passion Changing Lanes will help you discover the road map that leads to unlocking your true potential Fear holds us back from living the life we were meant to live So many of us make the mistake of listening to a world that tells us we re not good enough and will never be anything more than we are today YOU DESERVE BETTER

The Road to Reinvention getAbstract,2014 In this summary you will learn how disruption change and reinvention can carve many different paths to success how people and organizations can face their fears and make radical changes and why your company should change even if it s at the top *The Road to Reinvention|Thanks for the Feedback|Out Think* Josh Linkner,2014

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