



**NADA University** equips dealers and their staffs to get results—with the right knowledge, coaching, and resources to develop skills and confidence. Four robust “centers of excellence”—Academy, Learning Hub, 20 Group, and Resource Toolbox—make NADA U every dealership’s source for profit-building tools and training.

For more on **Cash Flow and Contracts in Transit**, go to [www.NADAuniversity.com](http://www.NADAuniversity.com). Sign in (or enroll if you’re not a NADA or ATD dealer member) for access to the following programs and resources on this topic:



**Financial Management**, led by instructor Steve Lane, is taught in week 1 of 6 in the Academy program. [Listen](#) to what our Academy students have to say and then let us tell you more about how the program can meet your needs. Sign in to [NADA U](#) and select “Academy” to complete the online request for more information.



**Managing Your Four Vital Cash Accounts**, a recent webinar, and **The Eight Critical Concerns on the Balance Sheet**, a convention workshop, deal extensively with contracts in transit. **Cash Management for Heavy Truck Dealerships** is an ATD online course. Sign in to [NADA U](#), select “Learning Hub,” then “Business Office.” Click to purchase archived webinars and workshops in the [NADA U Store](#).



**Cash Flow Management** is a *Driven* management guide that can help you manage contracts in transit. *Driven* guides are complimentary for NADA and ATD members; others may purchase guides for a nominal charge. Sign in to [NADA U](#); select “Resource Toolbox” for access to *Driven*, *NADAPerks*, archives of the **MarketINSIGHT** complimentary mini-webinars, and such valuable industry information as the latest **NADA DATA** report.



**20 Group Meetings** are the place to understand, discuss, and get a handle on cash flow, including Contracts in Transit. Comprehensive Financial Composite Reports, proven best ideas, and the experience of other successful dealers—NADA 20 Groups drive dealership profitability. [Hear](#) how to unlock the power of NADA 20 Group and let us tell you more about a group that could work for you. Sign in to [NADA U](#) and select “20 Group” to complete the online request for more information.

Please feel free to explore NADA University and all it can offer you! Don’t hesitate to call or email us with any questions you may have—we are here to help you.