



**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 making the right **Used-Vehicle Stocking Decisions**, go to [www.NADAuniversity.com](http://www.NADAuniversity.com). Sign in (or sign up if you’re not a NADA or ATD dealer member) for access to the following programs and resources on this topic:



**Used-Vehicle Stocking Decisions** are discussed in **Variable Operations 1**, led by instructor Les Abrams in week 4 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.



**Appraising Trades in a Transparent Market** and **Leveraging CPO Programs to Build Your Business** are online courses that will help you manage and build your used-vehicle operation. Sign in to [NADA U](#), select “Learning Hub,” then “Sales/Leasing/Finance.” Click to purchase in the [NADA U Store](#). Be sure to browse all the workshops and archived webinars in the category for more information you can use—and check out sales courses from NADA U Partners Alan Ram, Ron Reahard, and MMS.



**NADA Inventory Planner, Used-Vehicle Strategies and Solutions, Auctions, and Cash Flow Management** are some of the **Driven** management guides that can help you with your used-vehicle business. **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**, and such valuable industry information as the latest **NADA DATA** report. Archives of the **MarketINSIGHT** complimentary mini-webinars are also in Resource Toolbox; check out “Turns that Earn: Stocking Right” from DealerTrack, and “Maximizing In-lane & Online Auctions,” presented by Manheim.



**Comprehensive Financial Composite Reports**, proven best ideas, and the experience of other successful dealers—NADA 20 Groups drive sales 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.