



2026 DEALER READINESS CHECKLIST

- **1. Affordability Strategy**

- Audit all inventory priced \$18,500–\$29,500
- Ensure trims match payment-sensitive buyer profiles
- Identify 2024–2025 models losing low-price variants
- Avoid overpaying using LMDS + Scarcity Index
- Update merchandising to lead with value, clarity & fast-trust elements

- **2. Used EV Risk Controls**

- Stock only *price-protected* trims (not early-gen risk units)
- Document battery condition clearly
- Add buyer-confidence elements to every VDP:
 - Battery health statement
 - Charging cable confirmation
 - Software update status
 - High-voltage system inspection
- Use the PPO EV Recon Checklist for every appraisal

- **3. Merchandising Clarity & First-Click Advantage**

- Ensure *trim clarity* at all levels (title, hero slide, first bullet)
- Verify feature accuracy using factory window stickers or OEM build sites
- Replace generic descriptions with AI-powered storytelling
- Clean up image sets (no shadows, reflections, or misaligned interiors)
- Add “fast-trust” elements:
 - Condition transparency
 - Recon summary
 - Ownership story
 - Why-this-trim matters

- **4. Trade-In Quality Prep**

- Expect higher-mileage, rougher-condition trades
- Coach advisors & techs on identifying high-value appraisal moments
- Use “service-lane trade alerts” for ideal candidates
- Add AI-powered condition translation to your trade-in writeups
- Reprice aging units faster due to shrinking clean-trade supply

- **5. Hyper-Local Sourcing Optimization**

- Track micro-market SRP/VDP shifts weekly
- Map top-performing trims in a 10–25 mile radius
- Grade local wholesalers & repeat sellers based on 2024–2025 performance
- Use Stockwave + ATD scarcity overlays for localized insight
- Build a 2026 “High-Probability Inventory List” based on:
 - Turn rate
 - VDP activity
 - Price-positioning success
 - Reconditioning cost patterns

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Dealer Priority Score

Rate your readiness (1–5) on each category:

Affordability Strategy: ____

EV Risk Controls: ____

Merchandising Quality: ____

Trade-In Preparedness: ____

Local Sourcing Strength: ____

Total Score: _____ / 25

20–25: You're ahead of the curve

14–19: You're stable but vulnerable

0–13: Immediate adjustments recommended