



# UNFREEZE

## YOUR WORKING CAPITAL

### FIVE WAYS TO GET YOUR INVENTORY MOVING

## FIVE WAYS TO GET RID OF YOUR WRONG INVENTORY AND IMPROVE YOUR CASH FLOW, SALES AND EBITDA:

- 1 | CALL YOUR CUSTOMERS.** Is there “custom” inventory made for a single customer? Is there more on hand than they ordered? Find out if its still in demand, and if they’d like to do a spot buy.
- 2 | TAKE A WALK IN YOUR WAREHOUSE.** How many items still have their annual inventory tags on from last year? The year before? Use one of these items as a springboard to understand why the item is not moving.
- 3 | RAW MATERIALS WITH > 6 MONTHS SUPPLY.** While purchasing thought they were getting a bargain in driving your PPV down, you’re tying up cash. If it’s a catalog material, return it to the vendor for credit.
- 4 | IDENTIFY YOUR SLOB (SLOW MOVING & OBSOLETE) INVENTORY.** Has it been on your books for more than five years? Sell it for scrap. You’ve paid for it in carrying costs, it’s time to turn it back into CASH.
- 5 | IDENTIFY INVENTORY WITH < 2 TURNS.** Who bought it last? Great reason to initiate a sales call! Better to turn the inventory into cash at (or above) cost than to have it sit on your shelf for another six months.

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*What is Poor Inventory Management Costing You?*

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**Get a FREE 30 Minute Inventory Consultation**

**Schedule your time NOW. Get the Solutions You Need Today!**

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