

The
RETAIL
ACADEMY

**INDENT ORDERS
&**

**TRADE
TERMS**

TRADE TERMS

#cashflowboost

Receiving stock before you have to pay for it

Write a list of suppliers that you buy from regularly and can approach for trade terms

INDENT ORDERS

#cashflowdrain

Paying for stock a season in advance

Audit your indent order stock:

- ▶ Review previous sales & forecast future orders
- ▶ Work out your product mix ratio
- ▶ Speak to your accountant about the best way to finance indent orders