

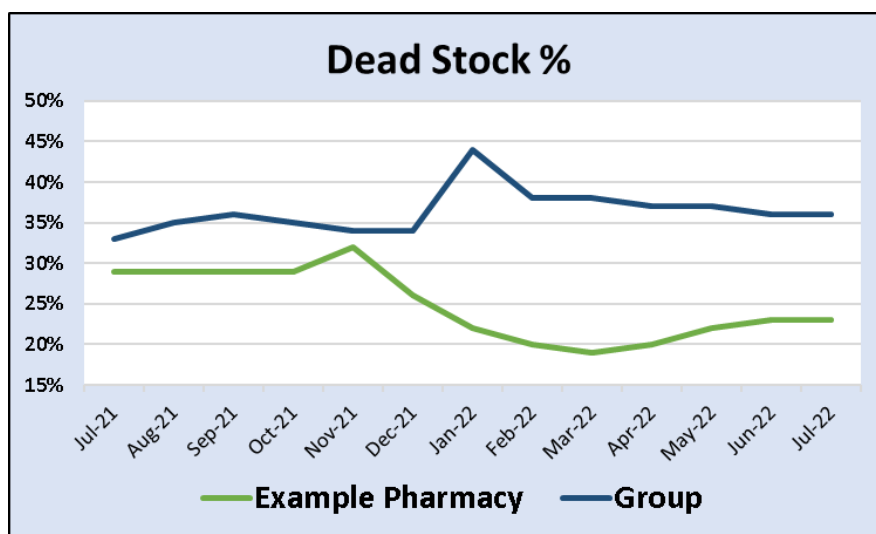
PharmacyFirst+ Insights

Dead Stock

Did you know? ... the average pharmacy has **36%** of their retail stock which has **NOT** had a sale for **180 days or more**.

This amounts to over **\$30,000** for the average pharmacy!

- Freeing up some of this capital means you can invest in better performing products, services, or activities.
- The worst categories (with the most capital tied up) are Fragrance, Cosmetics and Gifts.



Steps for Stock Reduction using RPM



1. Go to your RPM Scoreboard and Click on Dead Stock / Fix

2. Print the Dead Stock list for one category at a time



3. Carry out a physical stocktake and correct any inaccuracies in your POS system

4. Decide which ranges to clear and flag them Don't Reorder in your POS system



5. Move these products to a clearance area at 30% OFF or 50% OFF

6. Monitor the Dead Stock reduction by going to your Scoreboard / Dead Stock / Graph



For the special price of just \$50 per month charged on your PWL account - we will provide you with full RPM training over the phone and ongoing monthly support. [Click here to read more](#)

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