

## HOMEWORK ACTION PLAN

S SPECIFIC   
 M MEASURABLE   
 A ACHIEVABLE   
 R RELEVANT   
 T TIME-BOUND

	Class	
Name <u>Porsha Pittman</u>	#	<u>N413</u>
Dealership <u>Renaissance Ford</u>	Date	<u>07/01/2023</u>

Current Situation or Challenge to be Addressed:	Our current situation is out vehicle turn time. It's taking way too long for a recon and the vehicle to hit our front line. As well as aged inventory.		
Current Performance Level (include specific measure):	Prior to this class it was taking nearly a month for a vehicle to his the front line. Trades in, auction vehicles, and street purchases. We've had inventory over 200 days old.		
Goal (what do you want to achieve?)	My goal is to create a hard turn time as well a better process for cars going through service.		
Goal Performance Level (include specific measure)	Since one of our biggest issues was not having enough techs to get a better grip on recon. We created a process to send all recon pieces to our other locations thats equipped to handle more volume. Since doing so we've been able to get our used pieces to the front line within a week.		
Goal Start Date:	Use Dropdown to enter a date.	Goal End Date:	Use Dropdown to enter a date.
First Check-in Date:	Use Dropdown to enter a date.	Performance Objective:	Click or tap here to enter text.
Second Check-in Date:	Use Dropdown to enter a date.	Performance Objective:	Click or tap here to enter text.
Third Check-in Date:	Use Dropdown to enter a	Performance	Click or tap here to enter

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	date.	Objective:	text.
Fourth Check-in Date:	Use Dropdown to enter a date.	Performance Objective:	Click or tap here to enter text.
How does your goal align with the dealers' vision?	The dealer and I goals were spot on with the quicker turn time.		
What are the potential benefits of achieving your goal?	The benefit is getting the vehicle seen by customer much faster and SOLD.		
What are the potential consequences if you don't achieve your goal?	The consequence would allow for the book to change several times which could equate to the store losing money on units. As well as having aged inventory.		
Why is the goal important to you?	It's important to me to maximize all profits.		
Potential Obstacles	N/A		
Potential Solutions	.		
<b>BOTTOM LINE!</b> Financial Impact of Achieving Your Goal (expressed in dollars)	Click or tap here to enter text.		

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What specific actions or steps will you take to accomplish your goal? What will you do differently or improve? For each, be sure to include necessary resources, who is accountable, the measurable result, and dates.

SPECIFIC ACTION/STEP	NECESSARY RESOURCE(S)	ACCOUNTABLE PERSON(S)	EXPECTED RESULT	START, END, & CHECKPOINT DATES
Click or tap here to enter text.				
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As you work toward your goal, it's important to have interim check points with specific, measurable objectives so your team can hold themselves accountable. If everyone knows the goal and objectives, you don't have to spend your valuable time micromanaging.

Once you've accomplished your goal, added or adjusted policies, procedures, and behaviors, now what? How will you ensure you and your staff do not fall back into the previous habits that produced poor results? Be specific.

Click or tap here to enter text.

Describe any planning or implementation meetings conducted as part of development of your plan.

Click or tap here to enter text.

Sponsor Signature: \_\_\_\_\_