

**Evaluate your own wholesale business. Based on your findings, formalize an action plan. This action plan should be based on a SMART goal. It should be Specific, Measurable, Attainable, Relevant, and Time Bound. Please upload your action plan to the Dropbox below.**

**I chose to do it on employee daily average**

**I will increase employee daily average from \$2798 to \$3000 by 3/1/2024**

- Having who answers the phone gathering names and phone numbers and being able to follow up with customer.
- Having them know what their daily sales quota is. (as they don't know as of now)
- Having the parts manager and the counter employees holding each other accountable

THE Benefit of increasing employee daily average is by obtaining this it can increase monthly sales up to \$13000 and \$2600 in gross.

There will be an increase in pay to employees

The more the parts sell the more labor service has the opportunity for.

Disadvantage push back from employees as new change is scary (at first)