



# HOMWORK ACTION PLAN

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

Name Tim Kugler Class # N427

Dealership Wareing Sheridan Chevrolet Date 1/1/201/16/2024021

Current Situation or Challenge to be Addressed:	UNDER WATER AGED INVENTORY		
Current Performance Level (include specific measure):	Total Water Dollars is at \$482,470		
Goal (what do you want to achieve?)	We need to sell down the aged inventory to get back on line		
Goal Performance Level (include specific measure)	Sell off the 90 day plus inventory ASAP to lower the total water dollars		
Goal Start Date:	12/1/2024	Goal End Date:	3/31/2024
First Check-in Date:	1/1/2023	Performance Objective:	Reduce water dollars
Second Check-in Date:	1/15/2024	Performance Objective:	Reduce aged used
Third Check-in Date:	1/31/2024	Performance Objective:	Reduce further
Fourth Check-in Date:	2/29/2024	Performance Objective:	Further reduction
How does your goal align with the dealers' vision?	Same as dealer objective		
What are the potential benefits of achieving your goal?	Freeing up frozen capitol as well as faster turn making more margins		
What are the potential consequences if you don't achieve your goal?	Further losses in the used car department		
Why is the goal	To get dealership in better financial position with under water dollars.		

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important to you?	
Potential Obstacles	Ability to sell off in short amount of time without losing more dollars
Potential Solutions	Offering wholesale prices to the public to drive sales up and hopefully gain finance and customers as opposed to auctioning the inventory.
<b>BOTTOM LINE!</b> Financial Impact of Achieving Your Goal (expressed in dollars)	Freeing up \$1,300,000 in old frozen capitol

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
Price all 90 day old and older below market price	Dealers Link	Nolan LaMeres/Tim Kugler	Major reduction in aged inventory	Start immediately, end when inventory age is back in line, check daily
Trade with sister store	Direct discussion with sister stores swapping the right inventory at the right price	Nolan LaMeres/Tim Kugler	Reducing aged inventory	Started immediately, ongoing.
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Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	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.

We are monitoring this daily bhy the Sales Manager and General Manager as well as weekly by the dealer owner

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

Nolan Lameres and Tim Kugler are monitoring the used inventory daily and discussing and changing pricing weekly. We have agreed the we will look at age of vehicle on every car deal to be assured we are not passing up a car deal on anything 90 days or older.

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