



HOMEWORK ACTION PLAN

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

Name Naaman Chalhoub Class # 429

Dealership Redondo Mitsubishi Date 1/22/2024

Current Situation or Challenge to be Addressed:	x Turning old inventory.		
Current Performance Level (include specific measure):	Below average.		
Goal (what do you want to achieve?)	Monitor inventory on a daily basis and serve as an investment analyst for the dealership.		
Goal Performance Level (include specific measure)	Above industry average.		
Goal Start Date:	02/01/24	Goal End Date:	07/01/24
First Check-in Date:	03/01/24	Performance Objective:	50 day turn-rate
Second Check-in Date:	04/01/24	Performance Objective:	45 day turn-rate
Third Check-in Date:	05/01/24	Performance Objective:	40 day turn-rate
Fourth Check-in Date:	06/01/24	Performance Objective:	35 day turn-rate
How does your goal align with the dealers' vision?	By increasing sales and profitability as a result of reducing turn-rate.		
What are the potential benefits of achieving your goal?	More profit, more sold units.		
What are the potential consequences if you don't achieve your goal?	Staying the same, not growing, and missing potential profit.		
Why is the goal important to you?	The importance of this goal stems from the drive to achieve new levels of success each month.		

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Potential Obstacles	Being able to train staff properly and align them with the dealer’s vision.
Potential Solutions	Weekly meetings and open communication with staff.
BOTTOM LINE! Financial Impact of Achieving Your Goal (expressed in dollars)	Estimated \$1,000 more pure profit per unit sold.

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
Pricing vehicles correctly as soon as they land.	Proper analysis of competing sources and the market.	Sales managers, used car managers.	More profit and a quicker turn.	Start: 02/01/24 Checkpoint: See 1st page End: 07/01/24
Buying vehicles that correctly align with the current market.	Proper analysis of competing sources and the market.	Sales managers, used car managers.	More profit and a quicker turn.	Start: 02/01/24 Checkpoint: See 1st page End: 07/01/24

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.

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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.

Ensuring strict adherence to and consistency with new policies, in addition to appropriate consequences if not followed. Make the new processes the new habits.

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

Sponsor Signature: Naaman Chalhoub