

# ACTION PLAN 4

What will you do differently as a result of what you learned in this section?

INCREASE BREADTH & DEPTH  
 BETTER ACCOUNTING OF SPECIAL ORDERS

What will be the benefits of making these changes? What will be the consequences if you don't do anything differently?

MORE INVENTORY PART #S, MORE SALES, HAPPIER CUSTOMERS  
 LESS LOST SALES  
 CONSEQUENCES - MORE REP SALES, LOSS OF PROFIT, UNHAPPY CUSTOMERS AND TECH'S

What obstacles might you encounter and how can you overcome them?

STORAGE, OBSO, TOO MUCH STOCK, LOWER FILL RATE  
 ALREADY WORKING ON WAREHOUSE RE-STRUCTURE  
 BE VERY ATTENTIVE ON INVENTORY CONTROL AND RETURNS

Identify your first few steps and the people who can help you with them.

REVIEW PHASE IN / PHASE OUT AND BEST STOCKING LEVELS  
 TRAIN ASSISTANT MANAGER AS HE MAY BE TAKING OVER MY POSITION

Start Date: FEB 22<sup>ND</sup>

Completion Date: CONTINUAL