



HOMWORK ACTION PLAN

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

Name Chris Nielsen Class # N432
 Dealership CDJR of Walla Walla Date 2/19/2024

Current Situation or Challenge to be Addressed:	Not turning our inventory fast enough		
Current Performance Level (include specific measure):	We are currently turning it 5.35 times a year		
Goal (what do you want to achieve?)	Raise our turns to 8 times a year		
Goal Performance Level (include specific measure)	Hard 60 day turn on inventory. Calculate travel rate, and watch MDS		
Goal Start Date:	2/19/2024	Goal End Date:	Use Dropdown to enter a date.
First Check-in Date:	2/20/2024	Performance Objective:	watch old age inventory, pricing
Second Check-in Date:	2/21/2024	Performance Objective:	Check aged inventory daily and have a hard exit strategy
Third Check-in Date:	2/22/2024	Performance Objective:	Check aged inventory daily and have a hard exit strategy
Fourth Check-in Date:	2/23/2024	Performance Objective:	Check aged inventory daily and have a hard exit strategy
How does your goal align with the dealers' vision?	To sell more cars and take care of customers		
What are the potential benefits of achieving your goal?	Higher turns means more to the bottom line! More gross and higher net profit		
What are the potential	Inventory to contenuing to age. They go up and down in price. As the		

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consequences if you don't achieve your goal?	inventory ages you will lose more money due to daily holding cost, and having to lower the price to get rid of it.
Why is the goal important to you?	It's important to me because no one has been managing the inventory correctly and our inventory has been aging because they never priced it right out of the gate. I would like help the store out and stop losing money on our aged inventory.
Potential Obstacles	Not managing inventory, or watching age, not pricing it right to the market. Managers not calculating travel rate, or looking at MDS
Potential Solutions	Train, Train, Train. Practice what you preach
BOTTOM LINE! Financial Impact of Achieving Your Goal (expressed in dollars)	Could be a potential 2,789,000 in gross profit

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
Watch aged inventory	Vauto	Alexi, Chris	Higher turn	02/19/24-----
Better inventory discriptions	Vauto, Chatgtp	Chris	More looks	02/19/24-----
Travel rate	Vauto	Chris, Lexi	Sale faster	02/19/24-----
Price accordingly	Vauto	Chris, Lexi	Sale faster	02/19/24-----
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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: _____