

ACTION PLAN 1

S Specific **M** Measurable **A** Achievable **R** Relevant **T** Time bound

What is your goal? What do you want to achieve? From what metric? To what metric? By what date?

To decrease Obsolence in parts from \$5000 to \$0 by July 1st 2024

BOTTOM LINE: Benefits of Achieving Your Goal

There will be more gross in the parts department and less write off

Consequences of Not Achieving Your Goal

Having to write off obsolescence parts and losing incoming in the parts department

When will you start? **March 1, 2024**

How will you gauge your progress? When? Using which metrics?

Review parts eye and CDK on a monthly basis to see what is agining

What specific actions will you take to achieve your goal? Who can help you?

1. Discount parts that might age
2. Sell to the Sales Department
3. Set up a display in service

Potential Challenges?

Having an outlet to sell the parts.

Potential Solutions?

Find a parts wholesaler. Ebay or facebook marketplace