



HOMEWORK ACTION PLAN

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

Name RICHARD MCCARY Class # N427
 Dealership BMW OF JACKSON Date 3/15/2024

Current Situation or Challenge to be Addressed:	INCREASE PUVR PER UNIT		
Current Performance Level (include specific measure):	1552.00 PER UNIT		
Goal (what do you want to achieve?):	1967.00 BMW BENCH MARK		
Goal Performance Level (include specific measure)	MONTHLY ADDITIONAL GROSS		
Goal Start Date:	3/1/2024	Goal End Date:	8/1/2024
First Check-in Date:	4/1/2024	Performance Objective:	Increase each unit 415.00
Second Check-in Date:	6/1/2024	Performance Objective:	Increase each unit 415.00
Third Check-in Date:	7/2/2024	Performance Objective:	Increase each unit 415.00
Fourth Check-in Date:	8/2/2024	Performance Objective:	Increase each unit 415.00
How does your goal align with the dealers' vision?	It will profitably per unit		
What are the potential benefits of achieving your goal?	Pull us align with BMW benchmark		
What are the potential consequences if you don't achieve your goal?	Will lose profit on each unit		
Why is the goal important to you?	To keep our selves aligned with the manufacture		
Potential Obstacles	Increased price of the units when purchased		
Potential Solutions	.control spending on our purchases		



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BOTTOM LINE! Financial Impact of Achieving Your Goal (expressed in dollars)	Would increase our used car gross 124,500 for the year At our current 30 car per month average
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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
Control our purchase cost	Non needed	GSM	Watch purchases	04/01/2024 monitor Purchase pricing weekley
Monitor f&i rates	Non needed	F&I MANAGER	Make sure we making additional rate	04/01/2024 monitor Weekly
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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 will continue to place weekly monitors on the costed areas



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

Had a meeting with all Managers in these areas, discussed proceses !! make it happen

Sponsor Signature:

