



## HOMEWORK ACTION PLAN

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

Name <u>Abby Wells</u>	Class # <u>N432</u>
Dealership <u>BGC Pensacola</u>	Date <u>4/1/2024</u>

Current Situation or Challenge to be Addressed:	Improve Used cars as a whole.		
Current Performance Level (include specific measure):	Currently, used car trade, street purchase and pricing is working at about 45% its potential.		
Goal (what do you want to achieve?)	Goal would be to have trades and purchased units on the right \$\$ from day one and priced with market.		
Goal Performance Level (include specific measure)	Goal to reach 95% potential		
Goal Start Date:	5/1/2024	Goal End Date:	8/31/2024
First Check-in Date:	5/10/2024	Performance Objective:	Set process for trade and purchase
Second Check-in Date:	5/17/2024	Performance Objective:	Making sure we are following process
Third Check-in Date:	5/24/2024	Performance Objective:	Making sure we are following process
Fourth Check-in Date:	Use Dropdown to enter a date.	Performance Objective:	Making sure we are following process
How does your goal align with the dealers' vision?	Goal Aligns by keeping our inventory fresh, having the right money in our cars and making our used car department profitable.		
What are the potential benefits of achieving your goal?	Benefits will be hitting used car goal, less water and happy sales people		
What are the potential consequences if you don't achieve your goal?	Consequences could be water on used car, aged inventory and unhappy sales people		

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Why is the goal important to you?	Goal is important to me bc My staff is happy that we have cars priced right so they make money Corporate is happy bc we are buying trading and pricing cars right and Im happy bc this makes me make more \$\$
Potential Obstacles	Potential obsticales could be getting cars through the shop quickly and other dealerships offering more money on street purchases.
Potential Solutions	Solution would be to work closy with service manager to make sure wwe are on the same page allowing the process to work quickly. Inorder to insure we purchase the car rather than the other dealerships, we will offer \$500 more than the other dealer.
BOTTOM LINE! Financial Impact of Achieving Your Goal (expressed in dollars)	Increase used car profit by \$132000 a month plus!

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
Train managers	Vauto	Management	Know your market	Start 5/1/24 check weekly end 8/31/24
Tain sales silent walk around	Cars to appraise	Management	Customers don't expect so much	Start 5/1/24 check weekly end 8/31/24
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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.

Meet with manager and sales staff at least weekly to make sure process is being followed and to see if any changes need made.

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

Go over the process weekly to make sure its still working or see if it needs updated

Sponsor Signature: \_\_\_\_\_