

PARTS HOMEWORK – ACTION PLAN

S Specific

M Measurable

A Attainable

R Relevant

T Time bound

What is your goal? What do you want to achieve? From what metric? To what metric? By what date?
Example: "I will decrease my 5K run time from 30 minutes to 21 minutes by June 15."

S M T

I want to increase my internal parts gross% from 28% to 41% by end of year.

How does this goal align with or support your dealer's vision?

What are the BENEFITS of achieving your goal? What are the CONSEQUENCES if you don't?

Why is this goal important to you?

R

The goal aligns with finding the weakest part of a dept and improving it.

Benefits of the goal would be making the parts dept more profitable.

Consequences of not achieving the goal would be less profitability.

The goal is important because the parts dept would have a direct influence on increasing fixed absorption.

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How will you track your progress? Where will you find the information? How often will you check in?

S M A T

We will track the progress thru the DMS.
The information will be found using the parts analysis report in the DMS.
Bi- Weekly tracking

Potential Obstacles?



Used Car manager & or lack of used car inventory

Potential Solutions?



Increase in Used Car inventory and potential expand to service drive to acquire more vehicles

BOTTOM LINE! What is the financial impact (expressed in dollars) of achieving your goal?

S M R T

The financial impact would be \$65,000 in additional profit for the year

CONGRATULATIONS! You've accomplished your goal! You 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.

S

We will ensure our new goal by using bi-weekly reporting. This way we would have the information in front of us and if the % starts dipping. We can take necessary measures.