ACTION PLAN 1

S Specific   M Measurable   A Achievable   R Relevant   T Time bound

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

Specific goal: Improve new car inventory turnover.

Using the metric “45 days”:

We seek to have a 45-day inventory turnover, currently we have it at 85 days. As of July 1,

BOTTOM LINE: Benefits of Achieving Your Goal

Benefits:
1. Increased flow.
2. Financial cost savings.
3. Savings in general expenses. Example; parking, maintenance, loss of accessories.

Consequences of Not Achieving Your Goal

Consequences:;
The opposite of the benefits.

When will you start? Inmediatly

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

Immediate actions, gradually results will be seen in July, August and September.

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

Specific actions:
1.- Correct ordering of new vehicles, both in volume and mix (MOPACO).
2.- Focused marketing.
3.- Commission scheme based on rewarding optimal rotation.
4.- Immediate collection, in order to have cash flow and pay inventories.

Who will help me?

1.- Sales Manager.
2.- Marketing Manager.
3.- Administrative Manager.
4.- Accounts receivable personnel.

In general, absolutely all the commercial team (F&I, sales consultants, fleets, training).

Potential Challenges?

1- Lowering new cars inventories as soon as possible.

Potential Solutions?

1- Savings in financial cost and therefore higher profitability.