



HOMEWORK ACTION PLAN

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

Name <u>Uli demartino</u>	Class #	<u>436</u>
Dealership <u>Raceway nissan</u>	Date	<u>4/30/2024</u>

Current Situation or Challenge to be Addressed:	Turning UC inventory faster		
Current Performance Level (include specific measure):	Turning 7		
Goal (what do you want to achieve?):	Turning 12		
Goal Performance Level (include specific measure)	Turning 12x		
Goal Start Date:	5/1/2024	Goal End Date:	forever
First Check-in Date:	5/1/2024	Performance Objective:	Align pricing on newer cars just below market
Second Check-in Date:	5/15/2024	Performance Objective:	Check velocity
Third Check-in Date:	6/1/2024	Performance Objective:	Adjust weekly pricing if needed
Fourth Check-in Date:	Use Dropdown to enter a date.	Performance Objective:	Click or tap here to enter text.
How does your goal align with the dealers' vision?	Our vision is to be the top volume new and used nissan store, this aligns perfectly		
What are the potential benefits of achieving your goal?	Increased groi on faster turning inventory		
What are the potential consequences if you don't achieve your goal?	Frozen capital. WS/Retail loss		

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Why is the goal important to you?	I get paid off net
Potential Obstacles	Desk wanting more gross in pricing
Potential Solutions	.volume bonus
BOTTOM LINE! Financial Impact of Achieving Your Goal (expressed in dollars)	\$800,000. Additional Year in potential UC profit.

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
Set fresh bronze inventory to 98% day1	vauto	Al lewin	Sales velocity to increase	5/1
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Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
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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.

Weekly meetings with al and desk

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

We will hold weekly meetings with the UCM and biweekly with our vauto rep

Sponsor Signature: _____