



HOMEWORK ACTION PLAN

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

Name <u>Jimmy Peluso</u>	Class #	<u>440</u>
Dealership <u>McGovern Kia</u>	Date	<u>7/9/2024</u>

Current Situation or Challenge to be Addressed:	Shop to Front line		
Current Performance Level (include specific measure):	Curent time is @ and average of 8 days		
Goal (what do you want to achieve?)	We want to achieve a 72 hr turn around		
Goal Performance Level (include specific measure)	72 hrs through the shop from the time the car arrives at the dealership		
Goal Start Date:	8/1/2024	Goal End Date:	11/30/2024
First Check-in Date:	9/1/2024	Performance Objective:	Decrease shop time
Second Check-in Date:	9/15/2024	Performance Objective:	Measure the decrease in shop time
Third Check-in Date:	10/1/2024	Performance Objective:	Continuing to measure the decrease in the shop time
Fourth Check-in Date:	11/30/2024	Performance Objective:	72 hr turn around in the shop
How does your goal align with the dealers' vision?	Faster shop time will equal faster turn		
What are the potential benefits of achieving your goal?	Potential benefits will be less carrying cost and quicker turn and more service gross		
What are the potential consequences if you don't achieve your goal?	Old age vehicles and less service gross for the month		

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Why is the goal important to you?	More \$\$ to the bottom line and faster turn
Potential Obstacles	Dispatching correct work to correct techs
Potential Solutions	.Hire a qualified dispatcher
BOTTOM LINE! Financial Impact of Achieving Your Goal (expressed in dollars)	Faster Turn will equal less inventory cost and looking to sell the vehicle faster for more 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
Faster shop turn	Everyone following process	Jimmy	More \$\$	8/1 ,11/30
Track shop Time	Used car Log	Jimmy	Clean Log	Daily
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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.

[Click or tap here to enter text.](#)

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

[Continue holding used car meetings with my service manager, GSM and UC tech](#)

Sponsor Signature: _____