



HOMEWORK ACTION PLAN

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

Name <u>JOHNNY SANCHEZ</u>	Class #	<u>ADVANCED VEHICLE INV</u>
Dealership <u>GRANGER CDJR</u>	Date	<u>8/17/2024</u>

Current Situation or Challenge to be Addressed:	BUYING CAR'S		
Current Performance Level (include specific measure):	HAVE TOO MANY CARS OVER MARKET		
Goal (what do you want to achieve?):	OUT SOURCE CAR DON'T JUST BUY FROM THE ACUTIONS		
Goal Performance Level (include specific measure)	WEEKLY CHECK ON INVENTORY		
Goal Start Date:	8/19/2024	Goal End Date:	NEVER
First Check-in Date:	8/16/274	Performance Objective:	SEE WHAT DIFF HAVE BEEN MADE
Second Check-in Date:	9/2/2024	Performance Objective:	SEE WHAT NEEDS TO BE DONE
Third Check-in Date:	9/9/2024	Performance Objective:	START SELLING CAR OVER MARKET
Fourth Check-in Date:	9/16/2024	Performance Objective:	START BUYING AGAIN
How does your goal align with the dealers' vision?	IT ALIGN WE WANT A BETTER TURN WITH THIS PLAN OF BUYING BETTER		
What are the potential benefits of achieving your goal?	WE WILL SELL MORE CARS WITH BETTER GROSS		
What are the potential consequences if you don't achieve your goal?	WE WILL HAVE AGE UNIT AND LOSS IN GROSS		

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Why is the goal important to you?	I WANT TO TURN THIS DEALERSHIP AROUND
Potential Obstacles	OTHER MANAGER NOT ON BOARD
Potential Solutions	HIRE DIFF MANAGER TO HAVE THE SAME GOAL TO HELP
BOTTOM LINE! Financial Impact of Achieving Your Goal (expressed in dollars)	HOPING TO PUT UP ANOTHER 1,300 A CAR DOING THIS

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
NEED TO SELL OLD AND OVER THE MARKET	PULL REPORTS TO SEE WHAT UNITS NEED TO BE GONE	JOHNNY AND BOBBY	WILL HAVE FREE UP DOLLARS TO GET BETTER INVENTORY	08/19/24-8/16/24
CALL WHOLE SELLERS	NEED A LIST OF NUMBERS	BOBBY	GET BIDS ON OLD UNITS	Click or tap here to enter text.
MAKE PRICE CHANGES TO GET RID OF OLD	Click or tap here to enter text.	BOBBY	MORE TRAFFIC ON OLD UNITS	Click or tap here to enter text.
PUT OUT SPIFF TO GET OLD UNITS OUT	Click or tap here to enter text.	BOBBY	SALES PUSHING TO SELL THESE LOSER UNIT	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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Click or tap here to enter text.				

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.

THERE WILL BE WRITE UPS CAUSE WE CAN NEVER GO BACK....WE NEED TO MOVE AS ONE FOWWARD

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

USING PROVISION TO GET A LIST SO I CAN GET THIS PLAN TOGETHER

Sponsor Signature: _____