



## HOMEWORK ACTION PLAN

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

Name	Chris Hokanson	Class	#	N440
Dealership	Dan Welle's Chev CDJR	Date		8/19/2024

Current Situation or Challenge to be Addressed:	Review of our Budget on New/Used Sales in regards to 3rd Party Vendors		
Current Performance Level (include specific measure):	Includes 100% of 3rd party vendors, not required by OEM.		
Goal (what do you want to achieve?)	Why are we using certain services, What value do they add to our Sales Process		
Goal Performance Level (include specific measure)	Reduce 3rd party spending by 5% per month.		
Goal Start Date:	9/1/2024	Goal End Date:	12/31/2024
First Check-in Date:	10/1/2024	Performance Objective:	Reduce 5% from Sept
Second Check-in Date:	11/1/2024	Performance Objective:	Reduce 5% from Oct
Third Check-in Date:	12/1/2024	Performance Objective:	Reduce 5% from Nov
Fourth Check-in Date:	12/31/2024	Performance Objective:	Reduce 5% from Dec.
How does your goal align with the dealers' vision?	Communication between departments.		
What are the potential benefits of achieving your goal?	Saving Capital to use for effectively or used to paydown loans.		
What are the potential consequences if you don't achieve your goal?	Continue on the path we are on.		
Why is the goal	We may be spending unnecessary capital that could be used elsewhere.		

## HOMEWORK ACTION PLAN

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

important to you?	
Potential Obstacles	Sales people feeling different products add different values. We are locked into a contract.
Potential Solutions	.
<b>BOTTOM LINE!</b> Financial Impact of Achieving Your Goal (expressed in dollars)	We will decrease out 3rd party vendor expenses over the next quarter.

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
List of All Vendors	All Monthly Bills	Chris & BJ	To Break out side by side	09/01/2024
Rate Vendors per Value	Pull Leads, Adv #	BJ	Best bang for our buck	09/15/2024
Cancel unnecessary services	Vendor Info	Chris, BJ	Decrease Expenses.	10/01/2024
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.				

## HOMework ACTION PLAN

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

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.

We need to establish a budget based on the outcome we want to achieve. How many units we project to retail/lease each month.

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

Click or tap here to enter text.

Sponsor Signature: \_\_\_\_\_