



HOMEWORK ACTION PLAN

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

Name <u>Paolo Grisafi</u>	Class # <u>N447</u>
Dealership <u>Naples Motorsports</u>	Date <u>10/23/2024</u>

Current Situation or Challenge to be Addressed:	Very Low Used Car Inventory Turn		
Current Performance Level (include specific measure):	Current Used Car inventory turn is 1.78 as of August 2024		
Goal (what do you want to achieve?):	Increase Used Car Inventory Turn		
Goal Performance Level (include specific measure)	Increase Used Car Inventory Turn to 6 turns for the year		
Goal Start Date:	11/1/2024	Goal End Date:	10/31/2025
First Check-in Date:	2/1/2025	Performance Objective:	Turn rate of 3
Second Check-in Date:	5/1/2025	Performance Objective:	Turn rate of 4
Third Check-in Date:	8/1/2025	Performance Objective:	Turn rate of 5
Fourth Check-in Date:	11/1/2025	Performance Objective:	Turn rate of 6
How does your goal align with the dealers' vision?	Maintaining and stocking the most rare and best conditioned exotics. We have a reputation of selling rare and excellent condition vehicles and keeping old vehicles in stock doesn't fit this vision.		
What are the potential benefits of achieving your goal?	Potential to make even more gross and reducing the carrying costs/expense of keeping old units in stock. Overall a higher net profit.		
What are the potential consequences if you don't achieve your goal?	We will continue to have aged units that won't sell and will have the increased carrying costs and expenses. Vehicles will have more recondition and lot expense due to excessive aging of cars. Higher turn over in employees from not moving units quick enough.		
Why is the goal	To apply the knowledge gained from NADA and to meet or exceed NADA		

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important to you?	guidelines to achieve an efficient and best practices business model which will help make more money deliver more happy clients and employees.
Potential Obstacles	Turnover in staff, resistance of moving units at a loss which will impact pay plans.
Potential Solutions	Click or tap here to enter text.
BOTTOM LINE! Financial Impact of Achieving Your Goal (expressed in dollars)	Click or tap here to enter text.

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
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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.

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

Sponsor Signature: _____