

PARTS HOMEWORK – ACTION PLAN

S Specific
 M Measurable
 A Achievable
 R Relevant
 T Time bound

What is your goal? What do you want to achieve? From what metric? To what metric? By what date?
 Example: "I will decrease my 5K run time from 30 minutes to 21 minutes by June 15."

S M T

To increase my gross profit by 30K by ~~March 15th~~
 June

How does this goal align with or support your dealer's vision?
 What are the BENEFITS of achieving your goal? What are the CONSEQUENCES if you don't?
 Why is this goal important to you?

R

They have given me the tools to make this a possibility. After seeing my financial report for the 1st time and seeing what I can collect by increasing my % . Consequences are on me this is a personal goal & I don't fail