

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."

My goal is to increase my parts whole sale to 27% by May 31st 2025

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?

By increasing our network/relationships using 3rd parties + NON OEM, This will help the overall growth of the dealership

PARTS HOMEWORK – ACTION PLAN

How will you track your progress? Where will you find the information? How often will you check in?

Weekly Dept Head meetings/Reporting

Potential Obstacles?

Potential Solutions?

Meet or beat pricing

Build Stronger Relationships

BOTTOM LINE! What is the financial impact (expressed in dollars) of achieving your goal?

\$20k → \$25k increase in monthly sales

CONGRATULATIONS! You've accomplished your goal! You 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.

Process 100% of the time along with follow up 100% of the time