

## Analyze Cost of labor

Our total cost of labor is too high at 27.63% 46.50 per hr

Should be low as possible

To lower labor cost you can optimize workflow and

Avoid unnecessary pay to employees

I plan to achieve this goal by 3/25 to lower cost of labor

## Changes in expense structure

Our department gross was 180,919 with total expenses at 51,706

The total expense is too high we need to lower expenses and raise

Net profit to around 80% or higher

I plan on making this by selling more product in the service drive

Wipers air filters and alignments up selling to customer base

Identify unnecessary spending

I plan to evaluate immediately

## Productivity

ELR is low 179.72 Recommended goal is to be near 259.00 per

hr To increase ELR is to have Service advisors sell more

Alignments and BG services increasing total billed hrs and rising ELR

I plan to evaluate end of every month

# Facility

I plan on to be around 45% by 3/25

The facility potential is 69.452.363

And at 33% current labor sales is 226.747

We can increase this by advertising and cutting cost

By have the service advisors stopping discounting

Which also effects ELR