

ACTION PLAN 1

What will you do differently as a result of what you learned in this section?

Since some expenses are out of our control such as rent, utilities & taxes we will evaluate & prioritize the expenses we have control over such as - advertising, training, personnel, obsolescence, etc.

What will be the benefits of making these changes? What will be the consequences if you don't do anything differently?

- Increase profitability: manage costs & maximize sales
- improve accountability of the department
- Consequences: decreased profitability

What obstacles might you encounter and how can you overcome them?

I believe the biggest obstacle would be incorporating the report and the responsibility of running the report into the manager's everyday routine but once they see the benefits

I believe they will buy into the plan. Another obstacle would be evaluating your expenses and creating a plan to minimize those expenses.

Identify your first few steps and the people who can help you with them. create & run reports such as the expense reduction report this will be run by the parts manager

Start Date: January 2025

Completion Date: This will become a routine & be apart of our routine - no end date