

**ACTION PLAN 2**

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

Improve our inventory gross turns and true turns to be at or within the NADA guide.

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

Benefits: lowering frozen capital, reduce emergency purchases  
indication of how our inventory is being managed.

Consequences: higher frozen capital, more emergency purchases, not selling our inventory, stocking the wrong inventory, frustrated service team, poor CSI

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

Obstacle we may face that could be manipulating these numbers would be our express service tickets. We would overcome this obstacle by evaluating the main line repair orders or repair orders that are not just quick service

Identify your first few steps and the people who can help you with them.

Identify our first time fill rate, identify what parts we need to stock that in demand with techs. People who can help with this service advisors and technicians.

Start Date: January 2025

Completion Date: end of quarter 1, 2025