



## HOMEWORK ACTION PLAN

S SPECIFIC   
 M MEASURABLE   
 A ACHIEVABLE   
 R RELEVANT   
 T TIME-BOUND

Name <u>Auston Cooper</u>	Class # <u>N450</u>
Dealership <u>Nissan of Athens</u>	Date <u>1/7/2025</u>

Current Situation or Challenge to be Addressed:	xTurn Rate		
Current Performance Level (include specific measure):	Our turn rate is at 14		
Goal (what do you want to achieve?)	I want to get inventory moved faster by decreasing time to front line and time to sale from when it hits front line		
Goal Performance Level (include specific measure)	I want to get the Turn rate to 15		
Goal Start Date:	2/1/2025	Goal End Date:	4/30/2025
First Check-in Date:	3/1/2025	Performance Objective:	Get front line ready time to 3 days
Second Check-in Date:	4/1/2025	Performance Objective:	Have the turn rate over 14.5
Third Check-in Date:	Use Dropdown to enter a date.	Performance Objective:	Click or tap here to enter text.
Fourth Check-in Date:	Use Dropdown to enter a date.	Performance Objective:	Click or tap here to enter text.
How does your goal align with the dealers' vision?	The dealers vision is to increase amount of volume sold. This goal aligns with the dealers vision because increasing our turn while maintaining the same amount of inventory will lead to increased sales.		
What are the potential benefits of achieving your goal?	With achieving this goal we will increase GROI by turning the dealers money spent faster.		
What are the potential consequences if you don't achieve your goal?	We will be missing an opportunity to increase volume and the health of the store		

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Why is the goal important to you?	This goal is important because my store heavily relies on volume sales to keep the store healthy
Potential Obstacles	Having the service team get the vehicles turned around in a timely manner. Having the sales/desk guys understand the need to push more vehicles and not worry about their individual numbers.
Potential Solutions	Have a managers meeting setting clear expectations of what needs to be done to obtain this goal.
<b>BOTTOM LINE!</b> Financial Impact of Achieving Your Goal (expressed in dollars)	\$82545 on average extra in gross per month

What specific actions or steps will you take to accomplish your goal? What will you do differently or improve? For each, be sure to include necessary resources, who is accountable, the measurable result, and dates.

SPECIFIC ACTION/STEP	NECESSARY RESOURCE(S)	ACCOUNTABLE PERSON(S)	EXPECTED RESULT	START, END, & CHECKPOINT DATES
Clear understanding to the salesmanagers of goal	meeting	Sales managers	Have everyone aligned with the same goal	2/1/25 and once a week after that
Competitive pricing structure	Vauto	Pricing manager	More traffic through the website/store	2/1/25 and daily price updates after that
Faster recon time	Parts department on point	Parts manager/writer Internal service advisor/tech	Recon time to reduce to 3 days	2/1/25 and daily updates on anything over 3 days old
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
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As you work toward your goal, it’s important to have interim check points with specific, measurable objectives so your team can hold themselves accountable. If everyone knows the goal and objectives, you don’t have to spend your valuable time micromanaging.

Once you’ve accomplished your goal, 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.

Better processes in place like text chain link from sales to service for turn around time. Pricing manager has a consistent pricing strategy that’s in line with the vision of the store. Managers aware that personal Per copy doesn’t mean denying a deal that benefits the store.

Describe any planning or implementation meetings conducted as part of development of your plan.

A managers meeting for sales so they understand what type of deals to take or to not that encompass the vision of the store.

Sponsor Signature: \_\_\_\_\_