



Implementation of new ideas and procedures

1. What is the processes, procedures, or ideas that you want to implement when you get back to your Dealership that will drive the biggest opportunities? **PAY ADVISORS OFF OF GROSS NOT HOURS**
2. How are you going to announce each of these to your team? **MEETING**
3. What are the milestones of getting this completed?
 - a. Dates **10-01-2018**
 - b. Process **PROCESS IS TO USE MATRIX AND NOT TO DISCOUNT**
 - c. Plan **NO DISCOUNT BUTTON**
 - d. Meetings **EVERY MORNING**
 - e. Etc.
4. What changes are needed?
 - a. Facility **NO CHANGES**
 - b. Technology **ALREADY HAVE**
 - c. Personnel **WE HAVE THE ADVISORS**
 - d. Role Descriptions **ADVISORS**
 - e. Daily Duties **WRITE TICKETS AND HAVE EXCEPTIONAL CSI**
 - f. Costs (How do you sell this to your GM) **NONE MAYBE BONUS FOR SELLING OVER**
 - g. Other
5. What do the next 30 Days look like? **SHOULD INCREASE GROSS PROFIT**



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1. What is the processes, procedures, or ideas that you want to implement when you get back to your Dealership that will drive the biggest opportunities? PARTS RUNNER
2. How are you going to announce each of these to your team? MEETING
3. What are the milestones of getting this completed?
 - a. Dates 10-01-2018
 - b. Process SIMPLE PROCESS ,NOT COMPLICATED TICKET IS GENERATE PARTS PULLED , RUNNER BRINGS TO TECH IMMEDIATELY
 - c. Plan TO HAVE A PARTS RUNNER RUN NEEDED PARTS TO TECH SO TIME IS NOT WASTED
 - d. Meetings EVERY MORING
 - e. Etc.
4. What changes are needed?
 - a. Facility NONE TO THE FACILITY NEED TO GET PARTS ROLLER BIN
 - b. Technology ALREADY IN PLACE
 - c. Personnel NEED TO HIRE A RUNNER OR POSSIBLE HIRE LOW PROF TECH FROM WITHIN
 - d. Role Descriptions PARTS RUNNER
 - e. Daily Duties RUN PARTS TO TECH AND MAKE SURE TECH HAVE ALL
 - f. Costs (How do you sell this to your GM) \$11hr \$440 a week, GOING TO SHOW HOW THIS WILL MAKE TECH MORE PROFICIENT BY NOT CHASING PARTS
 - g. Other \$700 PARTS ROLLER
5. What do the next 30 Days look like? TECH PROFICENCY RAISES

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1. What is the processes, procedures, or ideas that you want to implement when you get back to your Dealership that will drive the biggest opportunities? **IMPLEMENT ALL REPORTS LEARNED IN NADA CLASS TO ANALYZE SERVICES OPPORTUNITIES**
2. How are you going to announce each of these to your team? **MEETINGS**
3. What are the milestones of getting this completed?
 - a. Dates **10-01-2018**
 - b. Process **IMPLEMENT THE REPORTS EVERY DAY TO REVIEW**
 - c. Plan **EVERY DAY LOOK AT**
 - d. Meetings **EVERYDAY**
 - e. Etc.
4. What changes are needed?
 - a. Facility **NO CHANGES**
 - b. Technology **RECEIVED FROM SERVICE NADA**
 - c. Personnel **NONE**
 - d. Role Descriptions **REVIEW SERVICE MANAGER**
 - e. Daily Duties **INPUT DAILY TO GET PRECISE TEMPATURE**
 - f. Costs (How do you sell this to your GM)**NONE**
 - g. Other
5. What do the next 30 Days look like? **SHOULD GET A CONSTANT READ OF STORE DAILY**