

Variable management action plan

Goal : decrease avg age of new car inventory

Compare avg age on feb 15th 2019 of 124 days to goal of avg age on aug 31st 2019 of 90 days

March goal - 115 april - 110 May- 105 june - 100 July - 95 august - 90

1. Start writing down distress new cars when they become 250 days old with intention of not having the car past 365 days
2. Dealer trade older inventory for better selling cars in our market
3. Have asset review meetings twice a month
4. Position aged inventory in showroom
5. Advertise lost leader on an aged unit

Incorporate this discussion of aged inventory in every day huddles with new and used car manager, GM, finance manager .