

Management Action Plan – VO1

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Class & Student Number: 339B

Current situation or challenge you want to address (narrow your focus):

Currently we had a relatively high market day supply, with our hard 60 day turn this was resulting in high wholesale loss and lower used car volume

Overall objective (goal) and specific desired results:

Lower the market day supply, minimize wholesale loss and improve used car volume.

Describe your action plan in detail (including before and after measurements):

Currently selling 25 units average per month. With an average wholesale loss of 14,949 per month.

Used MDS, we'll decide during the acquisition process our exit strategy. If we decide to keep a high MDS vehicle, we'll attempt to own it in a manner where we can price it extremely aggressive in the market to move the unit faster. We'll be willing to spend more on low MDS vehicles that already move fast.

The goal is to get at least a 20% improvement on volume and average at least 30 units per month while lowering the wholesale loss by the same margin.

Timeline: What is your implementation date? Describe specific short-term and long-term checkpoints to monitor progress.

Already implemented. Will check MDS in inventory weekly to verify we're following that process. Will compare month over month stats.

Meeting with Stakeholders (dealership personnel):

Describe what behavior change is needed to support desired goal. Address required coaching, training and/or consequences, including timelines / accountability / process monitoring activity.

1. Who:
2. What:
3. By When:
4. How:

Dealer agreement:

If you need your sponsors support or approval to implement your plan, have it signed off before you start. If you can proceed on your own, present this action plan to your sponsor before next class. Describe the meeting:

I'm allowed autonomy in making these decisions. Personnel were already aware of MDS, we just committed to improving it.
