

new car side to be more aggressive. The more vehicles we turn the more opportunities F&I will have for backend gross.

Take Action!

Potential Obstacles

Potential Solutions

Take some loss to move old age. damage.

Try to retail what we can to minimize

Sales People cramming customers in Spiffed vehicles. Check cust. logs to make sure we are selling what cust. want. Shortcuts to reconditioning trades.

Trade ins must pass set safety standards to be retailed.

Used Car manager concerns, \$ loss to department. Show possible future benefits by using profitability equations.

Who on you staff will need to be involved to accomplish this goal:

_Sales People and Used car Manager who started in January.

Specific Action Steps: *What steps need to be taken to get you to your goal?*

What?

Expected Completion

Completed

Meet with used car Manager

Completed

Create Pricing plan to moved old age invent._

end of 2/19

SPIFF used cars over 60 days old

2/19

2/19

Monthly results meetings with Manager

Feb.- Sept.