



## Parts Department Action Plan Homework

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### GOAL WRITING

**I plan on updating our computer equipment and increasing our accessories gross profit**

**What is your Goal? I plan on updating our computer equipment and increasing our accessories gross prprofit\_\_ from? \_\$4,900\_\_\_\_\_ to? \_\$10,000 per month\_\_ by? \_June 30, 2019\_\_\_\_\_**

**How do you plan to achieve your goal:**

- \_1. Service manager to keep track and send daily email of accessory pace along with his pace.**
- 2. Give autonomy to the parts manager to preload 5 vehicles in each model with accessories and replace when those are sold.**
- 3. develop a predetermined list with new car manager and GSM of what he thinks will sell**

**How will you track your progress? What measurements, KPI's? (think about current vs past measures)**

**\_ There will be daily email with pace each day sent to all managers as follows**

GERMAIN HONDA OF BEAVERCREEK							
MAY	Through	28-May	88.46%	of the mo.			
	Actual Selling Days		23				
	Total Selling Days		26				
	SOLD	TOTAL PACE		2018	DIFFERENCE		VAR
CUST PAY GROSS	102334	115682		101836	13846		13.60%
WARRANTY GROSS	29194	33002		34103	-1101		-3.23%
INTERNAL GROSS	49142	55552		70225	-14673		-20.89%
ACCESSORY GROSS	2498	2824		4640	-1816		-39.14%
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CP PARTS	40557	45847		42041	3806		9.05%
WARRANTY PARTS	16658	18831		15994	2837		17.74%
INTERNAL PARTS	8068	9120		12308	-3188		-25.90%
	65283	73,798		70343	3455		4.91%
2019 QUARTERLY PROJECTION		\$210,000.00		-2.58%			
MONTH TO DATE LABOR GROSS	180975	\$204,580.43		\$201,165.00	3415		1.70%
CP ROS	961	1086		1189	-103		-8.63%

The benefits of achieving this goal will be:

**\_40% more net profit per month from the \$10,000 in gross**

Take Action!

**Potential Obstacles**

**Potential Solutions**

\_\_\_New car manager not cooperating\_\_\_  
manager\_\_\_

\_\_replace with a cohesive

\_\_\_shop too busy to install\_\_\_  
responsible\_\_\_

\_\_designate 2 techs that are

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

**\_Mary Brace, Parts Manager\_ Todd Shook, Fixed ops director\_ Ed Sorrell, Service Manager\_ Jason High, new car manager\_ Rob McClurkin,GSM**

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

**What?**

**Expected Completion**

**Completed**

**\_Hold an accessory launch meeting June 3**      **June 3**

**Send an email outlining expectations**      **May 31**

**\_institute a financial consequence for lack of performance**      **June 30**

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