

## First Time Fill Rate

DEALERSHIP NAME		NADA Motors			rst time fill rate	
DATE	RO'S	1st Time	Same Day	Day		
6/20/2019	7	3	1	3		
6/21/2019	6	4	0	2		
6/24/2019	8	4	1	3		
6/25/2019	7	2	3	2		
6/26/2019	9	5	2	2		
6/27/2019	6	2	1	3		
6/28/2019	7	2	0	5		
<b>Totals</b>	<b>50</b>	<b>22</b>	<b>8</b>	<b>20</b>		



<b>Rate %</b>
<b>42.86%</b>
<b>66.67%</b>
<b>50.00%</b>
<b>28.57%</b>
<b>55.56%</b>
<b>33.33%</b>
<b>28.57%</b>
<b>#DIV/0!</b>
<b>44.00%</b>



## Departmental Action Plan

Dealership

Academy Week

Class & I

Current Situation

Overall Objective:

Proposed Timeline

Action Plan

Describe necessary actions to reach desired result:

Requirements

Meeting with Dealer:

1. Action Proposed:

Meeting with stakeholder(s) (dealership personnel):

2. Describe what is in place to support desired goal:  
Training / Coaching / ±Consequences related to results / Pain & Gain

Accountability: Monitoring progress:

- Who:  
What:  
3. By When:  
How:

Describe checkpoints that have been established to measure progress:  
Daily / Weekly / Bi-weekly / Monthly /

4. Date(s) for review:

5. Estimated cost for implementation:

Projected Date of  
Completion:

Sponsor Signature: \_\_\_\_\_

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name

Student Number

**PLEASE BE ADVISED  
THIS ASSIGNMENT BY  
IT'S SELF IS WORTH 100  
POINTS.TAKE YOUR  
TIME AND GET IT  
CORRECT**

