

# Departmental Action Plan Template

Student Name: Kory Warren

Class & Student Number:N345-13

Academy Week (Var II):Week 5

Current situation or challenge you want to address: (must be quantifiable)

We are currently turning our new vehicle inventory only 3 times per year. It is a must to turn our inventory on a faster pace to help cut down floorplan expenses and to increase profitability.

Overall Objective and **Specific** Desired Results:

**I believe that jumping to the NADA guide of 8 turns per year is unrealistic at this time for us. Our objective is to get our new vehicle turn to 5 by the end of this year.**

Describe your action plan in detail (be specific and include before and after **Measurements**)

**The first thing we must do is make sure that the correct inventory is being ordered and/or dealer traded. The next step would be to make sure if a deal can be put together on a new vehicle then it needs to happen. We learned this week how much just 1 new vehicle deal means to the whole store and we need to keep that in mind when working/pricing a new car deal. We have added to our new vehicle advertising**

**budget and have targeted the areas that have pulled the most deals from our trade zone. We will set up training for managers that order the new vehicles to make sure they fully understand everything that goes into ordering vehicles and not just going by a gut feeling. They need to understand when we order and how long each vehicle will take to actually hit the lot. Knowing when the vehicles will hit will help with selling ordered units and knowing what to dealer trade for when someone calls us in need of a vehicle.**

### **Timeline:**

Our timeframe on this objective is going to be by the end of 2019. We will check progress and our turn rate every Monday morning in our sales meeting. Constantly checking this on a regular basis will lead to the management team paying attention to it daily.

## Meeting with Stakeholders (dealership personnel)

Describe what behavior change is needed to support desired goal. Address required coaching, training and/or consequences (PINO, Gain, Pain). Include timelines / Accountability / Monitoring process

- a. Who:
- b. What:
- c. By When:
- d. 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:

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