

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

Implementation date has started already. Short-term checkpoints are daily tasks monitoring and changing these things daily. I also expect week by week consistency or progress. If turn or days in stock numbers drop I will immediately dig into the issues to fix. Long-term checkpoints are consistently stocking what we sell while keeping or improving both numbers.

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: Mainly me, one owner, and another sales manager for when I am gone.
2. What: Constant attention, change, and communication.
3. By When: Now, daily, weekly, and forever moving forward.
4. How: Part of my job/daily tasks, constant focus, attention, and my future depends on this success so I will stay on top of it.

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: We are on the same page as I implemented, continue to monitor, and update the owners.

X: J. Mills Greg Wills

Management Action Plan – V01

Student Name: Hank Wills

Dealership: Wills Toyota

Class & Student Number: N347 #17

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

After hearing Dale Polak talk I learned so much. I learned about vAuto in my first NABT Academy class. I came back then implemented it in February. In just six months our Days In Stock went from 98 to 35. Our turn went from 3.8 to now over 10. From Dale and my teachers I learned how important Market Day Supply is and stocking exactly what we sell is vital. I want to focus on this even more by price changing every seven days and address stocking.

Overall objective (goal) and specific desired results:

Stock exactly what we sell, stock the correct inventory, price correctly from the beginning, and change prices every seven days. Results will increase turn even more and lower days in stock. Also front end profit will increase by pricing right. Faster turn means more inventory as well to keep up with stocking exactly what we sell.

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

I answered most already. It will be an every day focus with goal setting, adjustments, and meetings with owners. Also creating custom specific plans for each old age unit car to get rid of faster.