First Time Fill Rate

DEALERSHIP NAME		NADA Motors	rst time fill rate	
DATE	RO'S	1st Time	Same Day	Day
8/1/2019	9	7	1	1
8/2/2019	7	5	0	2
8/5/2019	8	7	1	0
8/8/2019	10	8	2	0
8/9/2019	11	8	1	2
8/12/2019	7	5	0	2
Totals	52	40	5	7

40

Rate %
77.78%
71.43%
87.50%
80.00%
72.73%
71.43%
#DIV/0!
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76.92%

Departmental Action Plan

Dealership

Academy Week   **Class &**

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

3. **Accountability: Monitoring progress:**
Who:
What:
By When:
How:

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

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