



Financial Management Action Plan Homework

Homework is due the Monday of the week before you return for Parts Class

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GOAL WRITING

Example: I decrease my 5K run time from 30 minutes to 21 minutes by June 15, 2019.

What is your Goal? I will decrease my used vehicle month's supply
from? 2.69 to? 2 by? Feb. 7th, 2020

How do you plan to achieve your goal:

By appraising or purchasing the vehicle for the appropriate ACV, less any reconditioning expense. Once taken in, we plan to run it through the car wash, picture it, & price it on the money according to the market immediately. From there, through the shop, fully detailed, & on the lot in 5 days.

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

By calculating our month's supply weekly & hitting minor milestones along the way. We will also monitor our average cost per unit to keep it below \$17,000 as our market's demographic can more easily afford these vehicles below \$20,000. Also, by pulling an open internet RD list weekly to push through faster.

The benefits of achieving this goal will be:

Less frozen inventory, fresher vehicles, & stocking the right vehicles for our market. Lowering our month's supply of pre-owned inventory means a faster turn (shooting for 6x per year) which will free up capital to purchase more of the "right" inventory by studying scarcity reports for our area.

Take Action!

Potential Obstacles

Trading in Higher ACV units.

Potential Solutions

Own @ MMR/send to auction @ 30 days

Delayed Special Order Parts (SOP)

Aftermarket, other Dealers, + eBay!

People straying from the Process

Train, Inspect, + Hold Accountable

↳ replace if needed

Bottleneck in Detailing

Appropriate staffing/scheduling

↳ outsource if needed

Old/Aged Inventory

Sp. if sales to retail it (10 days notice)
then take the hit + auction it

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

Everyone from Service (in the shop next day) to Parts (ordered same day if SOP needed)
to Sales Mgr. (approving/declining quotes same day) to Recon/efficient + effective processes) to

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

Sales Consultants (build value + push urgency!)

What?

Expected Completion

Completed

Hit 2.5 by 12/1

12/1/2019

Hit 2.25 by 1/1

1/1/2020

Hit 2.00 by 2/1

2/1/2020

Inform each dept. head of goal

11/1/2019

11/1/2019

Inspect the progress w/in each dept.

12/15/2019
