NADA | ACADEMY

Financial Management Action Plan Homework

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

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Composite Data Reference: Depart: Service   Page: 30   Column: 7   Line: B

GOAL WRITING

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

What is your Goal? Increase service GP return on sales

from? 76.4   to? 78.5   by? 3/31/2020

How do you plan to achieve your goal:

Increasing our LD labor rate. Dispatching LD work to LD techs.
Adding additional LD techs
Setting up electronic Dispatching.

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

Review LD tech work % on weekly basis. with Asm/Advisors. and
Shop Foreman.

The benefits of achieving this goal will be:

Increasing 2.1% labor GP is an additional $175,000 More in GP.

Take Action!

Potential Obstacles	Potential Solutions
Advisors feeling we are to expensive.	Training on value of service

Finding Additional techs.

Incorrect Dispatching.

Finding and training additional techs.

Change postings / blind Job ads.

work with lead Advisors.

Change Job posting Descriptions.

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

ASM / Shop Foreman and Advisors.

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

What?	Expected Completion	Completed
Increase LD Labor rate	12/31/19	12/30/19
Set up Electronic Dispatching.	1/31/20	
Hire Addition LD techs ~ 2	1/30/20	1/4/20
Hire Additional LD techs ~ 2	1/30/20	
Hold weekly meetings and review results.	3/30/20	