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## NADA Questions



**Jake Schaefer**

Yesterday, 5:50 PM

Scott Rolff

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You replied on 1/27/2020 7:34 PM.

- 1) Gain more financial knowledge in regards to parts. Understand how to identify anomalies in reporting, and gain skills to correct them. Gain skills to measure change based on financials when implemented.
- 2) Instill your new knowledge not just to direct people, but to help them understand WHY we do things the way we do the things we do.
- 3) In meetings, applied in every day processes and procedures. Leaned on to make decisions within the parts department.
- 4) Phase In/ Phase out implementation. Lost sales tracking. Gross tracking by part price code. Development of accurate and useful sources and parts price codes.
- 5) Creating buy in from employees, Employees adopting good processes and procedures, and holding people accountable to the way we do business.