

## First Time Fill Rate

DEALERSHIP NAME	# OF RO'S	Seaway Hyundai RO's Filled 1st	First time fill rate RO's Filled Same Day	N361 RO's Not Filled	Will Colbert - 15 Actual 1st Time
1/16/2020	1	1			100.00%
1/17/2020	1	1			100.00%
1/20/2020	5	5			100.00%
1/21/2020	2	1	1		50.00%
1/24/2020	3	3			100.00%
1/28/2020	2	2			100.00%
1/29/2020	2	1	1		50.00%
1/30/2020	2	2			100.00%
1/31/2020	4	3		1	75.00%
2/4/2020	3	2	1		66.67%
2/5/2020	5	5			100.00%
2/6/2020	5	5			100.00%
2/7/2020	1	1			100.00%
2/11/2020	5	5			100.00%
2/14/2020	4	4			100.00%
2/19/2020	5	5			100.00%
Totals	50	46	3	1	92.00%

46

1/10/075

Departmental Action Plan

Dealership

SEAWAY HOUNDT

Student Name

WILL CEBRICH

Academy Week

361 - 11075

Class & Student Number

N361  
15

Current Situation

LOW INTEREST IN CLASS - @ 30.5%

Overall Objective:

RAISE TO GUIDELINE @ 41% → WORKSHEET TO ABOUT 36% IN MATHS PRACTICE INCL. ORSD

Proposed Timeline

Done!

Action Plan

Describe necessary actions to reach desired result:  
INCREASE PRACTICE 60%.

Requirements

Meeting with Dealer: JAN 15.

1. Action Proposed: CHANGE Y.

Meeting with stakeholder(s) (dealership personnel): GM

2. Describe what is in place to support desired goal: SIMPLE Y. CHANGE, PRICE INCREASES  
Training / Coaching / ±Consequences related to results / Pain & Gain

Accountability: Monitoring progress:

Who: PHOENIX + SEANICE

What: PRICE Y. CLASS

By When: DONE

How: RANSO Y. CLASS / PHOENIX

Describe checkpoints that have been established to measure progress:

Daily / Weekly / Bi-weekly / Monthly /

4. Date(s) for review: FEB 15.

5. Estimated cost for implementation: 0

Projected Date of Completion:

JAN 15/20

Sponsor Signature:



Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas: Sales / Gross / Expenses / Net Profit / CSI /

RETURN FOR NEW/USED, FOR EXAMPLE WOULD HAVE BEEN \$48631.33 IN APPROXIMATE CO. FOR LAST YEAR (E 36.1.)

- 10% LESS COMMISSION (US. 30% ON NEW/USED CARS, PLUS MANAGERS)
- 36% 15 20 GROUP AVAILABLE (IN OUR GROUP)