

Management Action Plan – VO1

Specific – Measurable – Achievable – Relevant – Timely

Student Name: Ahmad Duais

Dealership: Mercedes of Jackson

Class & Student Number: N-357

Current situation or challenge you want to address (narrow your focus):

We are currently doing a 90 turn with “Hostage Swaps” with our dealership up north. I want to limit the cars going to them and get more money or better yet break even.

Overall objective (goal) and specific desired results:

75 day turn. Less Lot Rot, Depreciation, less floor interest, and heavy losses.

Send more cars to auction and source more buyers for wholesales. Seeing what cars brought in class opened my eyes.

Describe your action plan in detail (including before and after measurements):

We have changed to a 75 day turn and will result no aged inventory.

In return we have captured more sales for pricing within our market and seeing more back in profit to swallow the wholesale losses.

We have also sourced wholesalers in other cities now from using Liquid Motors to Simultaneously hit all Auction sites.

We are getting more money for wholesale than ever!

Timeline: What is your implementation date? Describe specific short-term and long-term checkpoints to monitor progress.

I have been monitoring our wholesales on the cash flow daily. My office lists all cars that are being wholesaled.

I have also adjusted the payplan for my GSM on aged inventory to make sure he stays on top of it.

OUR TIMELINE WAS EFFECTIVE THE MINUTE I LEFT CLASS AND WE ARE SEEING RESULTS AND INVENTORY TURN.

Meeting with Stakeholders (dealership personnel):

Describe what behavior change is needed to support desired goal. Address required coaching, training and/or consequences, including timelines / accountability / process monitoring activity.

1. Who: Ahmad Duais

2. What: Aged inventory
3. By When: Since I left school
4. How: Holding staff more accountable and sourcing more wholesalers.

Dealer agreement:

If you need your sponsors support or approval to implement your plan, have it signed off before you start. If you can proceed on your own, present this action plan to your sponsor before next class.

Describe the meeting:

Signed by:
