

PARTS HOMEWORK – ACTION PLAN

S Specific **M** Measurable **A** Achievable **R** Relevant **T** Time bound

What is your goal? What do you want to achieve? From what metric? To what metric? By what date?
Example: "I will decrease my 5K run time from 30 minutes to 21 minutes by June 15."

S **M** **T**

i want to increase my true turns to guide between 4-6 turns by end of year 2020
our gross turns are 5.5 so those are low also but we had over 30k in emergency purch.

How does this goal align with or support your dealer's vision?
What are the BENEFITS of achieving your goal? What are the CONSEQUENCES if you don't?
Why is this goal important to you?

R

this goal aligns with dealer vision because if we have more parts in stock that are in demand
we will have a better turn ratio. stocking the right parts will increase everything along with
profit and not losing customers to valley dealers
this goal is important to me because if we dont have the part and they go else where there
went our \$\$\$ and we need all we can get more market share

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How will you track your progress? Where will you find the information? How often will you check in?

S M A T

i will track progress thru parts manager
ask for lost sale report bi weekly / monthly
check order to see if its what we need
find out who is selling what

Potential Obstacles?

A

lost sale
reports on what is in stock and not
selling
send back all old inv or blow it out to
free up cash to go buy parts that sell
no time

Potential Solutions?

A

make time
make the new way work
get them on board
close the ones we have asking to buy
make them report all lost sales
hold them accountable

BOTTOM LINE! What is the financial impact (expressed in dollars) of achieving your goal?

S M R T

i feel like we could put up another 100k by end of year just by stocking correct parts

CONGRATULATIONS! You've accomplished your goal! You added or adjusted policies, procedures, and behaviors. Now what? How will you ensure you and your staff do not fall back into the previous habits that produced poor results? Be specific.

S A

**ASK FOR REPORT
INSPECT WHAT I EXPECT**