



HOMEWORK – ACTION PLAN

Name Kevin Lemarr Class # N-366
 Dealership Westan Slope Auto Date 9-29-2020.

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

Current Situation or Challenge to be Addressed:	Used Vehicle Turn Rate and lower Market Days supply. to 75 days max.		
Current Performance Level (include specific measure):	25% or 46 vehicle stock is over 75 days old, 1,219,623 total Investment.		
Goal (what do you want to achieve?)	Reduce Market Days Supply to 75 Days max to start.		
Goal Performance Level (include specific measure)	Set Goal of Adj % Price to Market in V-Auto. With 0-30 Day 105%, 31-45-100%, 46-60,95% 61-75 to 90%		
Goal Start Date:	Oct. 1, 2020	Goal End Date:	June 30-2021
First Check-in Date:	Oct 14, 2020	Performance Objective:	No Vehicles over 120 Days
Second Check-in Date:	Oct 30, 2020	Performance Objective:	No Vehicles over 90 Days.
Third Check-in Date:	Dec 1, 2020	Performance Objective:	No Vehicles over 80 Days.
Fourth Check-in Date:	Jan 31 st 2020	Performance Objective:	No Vehicle over 75 Days.

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What specific actions or steps will you take to accomplish your goal? What will you do differently or improve? For each, be sure to include necessary resources, who is accountable, the measurable result, and dates.

SPECIFIC ACTION/STEP	NECESSARY RESOURCE(S)	ACCOUNTABLE PERSON(S)	EXPECTED RESULT	START, END, & CHECKPOINT DATES
Review V-Auto Market Days Supply And Investment	V-Auto	GM, Kevin Lenore UCMgr. Randall Frazier UCMgr. Keith Lawler	Aged unit Decree 100 Days	Oct. 2020 and ongoing Weekly
Review Investment Summary	V-Auto	Same	Increase tiers TO 9 then to 12 month	Oct. 1 2020 on going Weekly
Use the Sales by Market Days Supply Calc	Nada Template	GM UCM UCM	Determine How a Vehicle is performing	Oct 1, 2020 Weekly Ongoing
Exit Strategy Price to Market	V-Auto Report	GM UCM	0-45 Day 105% 45-60 - 100% 60-90 - 95% 90+ Wholesale	Oct 1 2020 Weekly Ongoing

As you work toward your goal, it's important to have interim check points with specific, measurable objectives so your team can hold themselves accountable. If everyone knows the goal and objectives, you don't have to spend your valuable time micromanaging.

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<p>How does your goal align with the dealers' vision?</p>	<p>Our Previous Dealer want worried about Aged Inventory, the New Dealer understand Turn and Days Supply and How it impacts profits,</p>
<p>What are the potential benefits of achieving your goal?</p>	<p>Less Frozen Capital, Gross profit will Increase, Fresh Inventory, Inventory in a proper Market Supply and Relevant to Current Market Conditions</p>
<p>What are the potential consequences if you don't achieve your goal?</p>	<p>The Goal may need Adjusted to a longer Time Frame. to change Used Car Manager culture and training,</p>
<p>Why is the goal important to you?</p>	<p>It makes good business sense, more profits and Better attention to owners Investment of Inventory and Employee's</p>
<p>Potential Obstacles</p>	<p>getting the plan moving forward to a vision that's Different than we previously had, Total Buy in, until the Results can be Seen.</p>
<p>Potential Solutions</p>	<p>Being Relevant in the Market, ownership of Prowned Vehicles By GM and Used managers Free up Frozen Capital,</p>
<p>BOTTOM LINE! Financial Impact of Achieving Your Goal (expressed in dollars)</p>	<p>Putting 1,219,000 Investment Back into Better Inventory with a Better gross Return. From 8.61% To a goal of 10%.</p>

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Once you've accomplished your goal, 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.

The turn Rate and Days Supply will be monitored by GM & Used Car Manager Weekly with Reports from V-Auto, the Investment Goal is to keep the Inventory at 60 Days or Less. and Create a 30 Day Turn of Inventory and Maximize the ROI this will take some Time to Create a New Culture and to Clean up the Aged Units we Have Now. The Turn Rate Calculation Sheet will be filled out Monthly from our Class Workbook By GM + Used Manager and the Reports from V-Auto to be Discussed Weekly

Describe any planning or implementation meetings conducted as part of development of your plan.

Meetings will and are Scheduled for Every Wednesday Starting in Oct 2020 And will be a part of the Job Routine for used Car Managers, and GM. We will Implement the Pricing & Exit Strategy on Oct. 7th and it will be ongoing process.

Sponsor Signature: _____