ACTION PLAN 1

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What is your goal? What do you want to achieve? From what metric? To what metric? By what date?

To reduce our parts TLX Accessories inventory from $4934 to $0 by December 31,2020.

BOTTOM LINE: Benefits of Achieving Your Goal

Reduction of Inventory dollars
Free up Frozen Capital
Less Personal Property Tax due
Avoid adding to Obsolescence
Puts cash in the bank

Consequences of Not Achieving Your Goal

Obsolescence parts
Less Turns on Inventory
Frozen Capital

When will you start? October 20, 2020

How will you gauge your progress? When? Using which metrics?

Weekly, every Monday morning with our management team. We will measure dollars and units still in parts inventory.

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NADA ACADEMY

What specific actions will you take to achieve your goal? Who can help you?

Blast emails to all of our 2020 TLX customers.
Post these parts on EBAY for a discount or at cost.
Post these parts on Cash Discovery to see if another dealer can purchase them.
Put the part in any Pre-Owned inventory vehicle that is purchased or traded in.
Service Advisors will try to sell to customers on the drive.

Potential Challenges?	Potential Solutions?
No response to email blast Customers or Dealers already have this part (no market) Competitors selling same part No 2020 TLX models in Pre-Owned inventory so sell this part Need to sell 1.5 parts per day over 45 days	Follow up on email blast leads, Ebay, and Cash Discovery Program Continue checking Pre-Owned inventory to see if a 2020 TLX was stocked in Continue to try and sell the part at a discounted price Educate customers about the warranty when purchasing OEM part.

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