

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 our wholesale volume from 8% to 10% of our total gross earned.

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

Benefits

- More gross profit
- Larger return allowance
- Happier Clients
- Faster Pace
- More Inventory turns

Consequences

- Less gross
- Smaller return allowance
- Less inventory turns

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 RESOURCES?	WHO IS ACCOUNTABLE?	EXPECTED RESULT?	EXPECTED COMPLETION DATE?	ACTUAL COMPLETION DATE?	CHECK OFF
Wholesale cost Survey		Ivan	Renew Feed back	ASAP		<input type="checkbox"/>
Wholesale Partner PDR		Ivan		1st Quarter		<input type="checkbox"/>
W/S Partner Mailer		Ivan		1st Quarter		<input type="checkbox"/>
weekly Flybys		Ivan		ASAP		<input type="checkbox"/>
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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

We will track on a monthly basis via the Statement

Potential Obstacles?

A

- Old Bad Habits
- Bad Reputation
- Bad Relationships

Potential Solutions?

A

- Have a specific process for wholesale
- Pound Pavement and shake so hands
- Attract Bee's with Honey + Not with Vinegar...

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

S M R T

An extra 2% wholesale gross profit is an additional \$1862 per Mo + \$22,351 yearly net adjustment.

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

Weekly meeting on progress + review the appointments to go meet in person.