ACTION PLAN 1

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?

To have low if not $0 CIT list. Be able to have money avilable for more used cars. By the end of this year. Save money on flooring.

BOTTOM LINE: Benefits of Achieving Your Goal

Freeing up money for more inventory. Less meetings regarding CIT. Used cars wont need to be on Floor Plan with bank. Saving money on Flooring towards bottom line.

Consequences of Not Achieving Your Goal

Not having enough money for more used inventory. Continuing to pay more for flooring. Bigger list on CIT. Owner depositing more money into the bank. Cash flow low! CIT list being to high. Contracts expiring. Customers not doing rewrite.Huge loss on New vehicals that converted to used cars due to not funding on time.

When will you start? november 14th

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

Will start to have Finance managers Package and send (fax-econtract) thier own deals. I will also update their pay plans to adjust if they have a deal on CIT over 7 days. I will also try to make sure salesmanagers know how to understand consumers credit. Be able to know which banks will help on certain Credit critiera. Remind the sales staff why its imports to get deals funeded in a timely manner.

NADA ACADEMY

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

econtracting-Smart fund-Fax fund. Find out why courier isnt taking deal on a timely manner. Have managers look up deals daily in CUDL-dealertrak that are not funed and why. Not rolling any deals with out stips. No pick down payments,unless Passes check guarantee system. Getting updated list of CIT everyday from any finance manager on duty. Having sales personal be on a group chat with me and fiance manager on any stips missiong from previous deals. Adding extra finance person that can get the job done!

Potential Challenges?

Finance Personal not being able to send deals complete. Econtracting using dealertrack as DMS not a easy function similar to CDK. Forms might take few weeks to upload for missaalience, Lease agreement nissan/infinti. Not being able to take pick payments on certain deals.

Potential Solutions?

Being able to get everyone to work on the goal as a team(finance,business office, managers, sales team). Having training set up for econtracting.