

## ACTION PLAN 2

What will you do differently as a result of what you learned in this section?

We need to increase our gross % of sales for whole sale by at least 4% by April 30, 2021.

What will be the benefits of making these changes? What will be the consequences if you don't do anything differently?

The benefits of increasing this % is more money coming in the dept. If we do not do this then our dept is missing a major opportunity.

What obstacles might you encounter and how can you overcome them?

The obstacles will come from push back from the parts team if they think this will result in less of sales. The numbers need to be shown to them to make them see how it could help.

Identify your first few steps and the people who can help you with them.

My first step is to meet with our controller to analyze the numbers with him. Next step will be to work with parts director & manager to introduce this goal to them.

Start Date: 1-4-20

Completion Date: 4-30-21