

Action plan for Profit Centering

1. All parts advisors know exactly how much sales are needed Daily, Weekly and Monthly to break even or make a profit.
2. Offer \$\$ compensation/bonus to hit their target.
3. Spend time once a week with each advisor to see where they are at.
4. If they hit their numbers, bonuses with added to their monthly checks.

Action plan for controlling Expenses:

1. Keep better track of shop supply purchases
2. Make money on freight if/when possible to offset expense
3. Keep eye on added inventory by advisors
4. Keep OT down to minimum

Do a comparison between date started and 2 months after.

Get with each advisor and discuss results.