

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 will have a better understanding of my parts dept. expenses by 01/31/2021

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

The benefits of achieving this goal is that unnecessary monies will be not be spent, therefore contributing to more profitable dept. The consequences are lost profit, lost revenue and lost opportunity. It's important to the store that the parts dept. runs clean, efficient and profitable.

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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

It will be tracked with my business manager using the financial statement on a weekly basis.

Potential Obstacles?

A

So far...Covid has kept my parts manager out for 2 weeks

Potential Solutions?

A

service manager filling in as well as my business manager

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

S M R T

AS much as \$2000 monthly (we are a small store with \$100,000 in total parts.)

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

We will continue to hold weekly meetings and continue to monitor the parts activities/expenses