

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?

i will lower my expense to gross% from 82.16% to 80% by 12/31/21

BOTTOM LINE: Benefits of Achieving Your Goal

Consequences of Not Achieving Your Goal

increase my net profit to gross % from 17.84 to 20%.
 more cash means more oxygen for the store.
 not having any obsolescence problems.
 spending money in the right places or ability to spend in other areas that need improvement

not having a healthy cash flow.
 possible obsolescence
 wasteful spending in wrong area.

When will you start? 1/18/21

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

one area to make sure of no unwanted expense is weekly OT report and make sure that there isnt any. another area is making sure that the parts counter sales are making daily and weekly goals in sales. need to make sure their gross profit contribution is above metric.

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

having weekly meeting with parts manager to go over each counter persons productivity and where they need to be. do monthly checks on parts aging to make sure we dont have any unwanted expenses. have a special order policy in place to make sure all warranty special order parts are sent back after 30 days so there isnt any added expenses of keeping a part in stock that isnt needed.

Potential Challenges?

employee buy in 100%
covid
consistency

Potential Solutions?

do contests
get involved and show leadership