

Profit Centering/Expenses Action Plan:

We will increase our Parts Department profit and reduce expenses expense.

We will over the next few months look to get 100 parts tickets to review with the factory our warranty parts retail reimbursement. This will be an automatic add to department gross without adding additional expense. This will be attained by monitoring all repair orders and parts tickets over the next 3 months. We will review these daily. We will need to monitor all advisors and parts counter personnel to verify they are not giving discounts.

This increase will allow us to increase overall profitability and will reduce expenses which is the ownerships main concerns.

This will be completed by 06/30/21.