



HOMEWORK ACTION PLAN

S SPECIFIC
 M MEASURABLE
 A ACHIEVABLE
 R RELEVANT
 T TIME-BOUND

Name	Lawrence Nimmerrichter Jr	Class	#	N368
Dealership	Franklin Chevrolet Buick GMC	Date		3/30/2021

Current Situation or Challenge to be Addressed:	Overage pre-owned inventory		
Current Performance Level (include specific measure):	32.3% of my pre-owned inventory is over 90 Days old		
Goal (what do you want to achieve?)	5% of all pre-owned inventory over 90 days old		
Goal Performance Level (include specific measure)	We want to keep our inventory to under 60 days old without transfer of inventory, however, we allowing ourselves some room to 90 days.		
Goal Start Date:	3/30/2021	Goal End Date:	7/26/2021
First Check-in Date:	4/26/2021	Performance Objective:	80% under 90 days old
Second Check-in Date:	5/24/2021	Performance Objective:	85% under 90 days old
Third Check-in Date:	6/28/2021	Performance Objective:	90% under 90 days old
Fourth Check-in Date:	7/26/2021	Performance Objective:	95% under 90 days old
How does your goal align with the dealers' vision?	The dealer wants all stores to be 12+ turn per year. With that comes control of inventory age.		
What are the potential benefits of achieving your goal?	Less inventory/lot damage and greater ROI on inventory		
What are the potential consequences if you don't achieve your goal?	Lower Net profit that what I have projected for the year. This is the Net profit that I committed to the dealer to achieve.		
Why is the goal important to you?	We are looking to grow in the market here and this would assist us in		

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	doing that.
Potential Obstacles	Market shift and inventory limitations.
Potential Solutions	Keep pricing the pre-owned inventory on a regular basis.
BOTTOM LINE! Financial Impact of Achieving Your Goal (expressed in dollars)	Based on current inventory levels, this would work out to @23K in net profit to the store.

What specific actions or steps will you take to accomplish your goal? What will you do differently or improve? For each, be sure to include necessary resources, who is accountable, the measurable result, and dates.

SPECIFIC ACTION/STEP	NECESSARY RESOURCE(S)	ACCOUNTABLE PERSON(S)	EXPECTED RESULT	START, END, & CHECKPOINT DATES
Vehicles through shop faster.	Better scheduling of the pre-owned cars	Service Director (Ray Smith)	To get the used inv. to a 72hr turn	03/30/21, 07/26/21 & 05/24/21
Vehicles marketed on website.	Vehicles through shop and detail	Inventory manager (Kenny Clemmons)	2 days to photos online after shop	03/30/21, 07/26/21 & 05/24/21
Twice weekly walk of lot with managers	Cars on lot to be ready	Myself	Keep inventory clean and ready for showing	03/30/21, 04/30/21
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As you work toward your goal, it's important to have interim check points with specific, measurable objectives so your team can hold themselves accountable. If everyone knows the goal and objectives, you don't have to spend your valuable time micromanaging.

Once you've accomplished your goal, 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.

Monthly evaluations of the current results and inventory age.

Describe any planning or implementation meetings conducted as part of development of your plan.

Click or tap here to enter text.

Sponsor Signature: _____