

## ***ACTION PLAN***

The goal is to decrease our contracts in transit from 14 days to fund to 7 days to fund by May 31<sup>st</sup>. To achieve this goal, I will have daily CIT meetings the finance team, sales managers and accounting team to ensure we are improving our processes. We will look at individual deals, checking stipulations, cleanliness of deals jackets and e-contract percentages, etc.

### ***Benefits of Achieving this Goal***

Positive cash flow  
Efficient processes  
Getting money back to dealership faster

### ***Consequences of Not Achieving the Goal***

Potential loss of deals to other competitors  
Poor customer service (resigns, get backs etc)  
Loss of referrals