



PARTS HOMEWORK – ACTION PLAN

How will you track your progress? Where will you find the information? How often will you check in?



Currently we have \$46,658 over 12 months.
NADA GOAL IS 295.
BWF IS AT 590

Potential Obstacles?



Never took deposits
for a lot of parts
Special order parts

Potential Solutions?



Discount to
SALE, TRT
AMAZON. Any
Money recovered
would be a plus

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



\$4,658.00 Just at a min of 10% profit

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.



Parts Manager Need to ~~get~~ get customers
to pay for a lot of parts.