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?

My goal is to turn Pre-Owned department's inventory turn from the current 3.9 turn to 8 turns by December 31st, 2021.

BOTTOM LINE: Benefits of Achieving Your Goal

By increasing inventory turn, we will have more opportunity to put vehicles in the shop, more labor, more parts and more clients to go through our F&I offices to increase bottom line

Consequences of Not Achieving Your Goal

We will end up with high frozen capital on Pre-Owned inventory, and excess day supply.

When will you start? Immediately

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

Using Pre-Owned vehicle average inventory cost vs average cost per unit retailed.

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

Analyse and re-structure the inventory that we have in stock and purchasing, ensuring we are targeting the right inventory based on our area and demand.

Sales Manager will be on-board with me along with our process.

Potential Challenges?	Potential Solutions?
Service Department not able to keep up with the increased work load	Re-structure our service appointment booking process, to allow enough time in the shop throughout the week for internal work