



## HOMEWORK ACTION PLAN

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

BOTTOM LINE! Financial Impact of Achieving Your Goal (expressed in dollars)	More units, higher Retail Gross per unit
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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
Work <sup>Service</sup> Line		John Cunningham	increase purchases	June 1st to 30th
Action Every Day		John Cunningham	Find the <sup>Fee</sup> Deals	June 1st to 30th
KBB Buying Center Step up		IVAN HOOD	increase curb	June 1st to 30th
extra \$1000 on ALL TRADES		IVAN HOOD	BUYERS ←	June 1st to 30th
Accountability		John Cunningham	we are right on all APPRAISALS ←	June 1st to 30th
		ADAM DAUS	How my team Accountable	June 1st to 30th

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.

Manage the new process every day AND Follow through

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

weekly meeting with a progress report from me

Sponsor Signature: \_\_\_\_\_