

Pre Owned Aging Action Plan

Student Name: Dean Christenson JR

Class & Student Number: N326-31

Academy Week: Week 4

Current situation or challenge you want to address:

My action plan is to address my aging inventory and to increase Turn.

-My Current Turn is at 10.9

-Current aging Buckets are as follow:

<u>Days</u>	<u>Count</u>	<u>Investment</u>	<u>% of Investment \$</u>	<u>Adj % Price to Market</u>
0-15	28	\$313,089	17%	108%
16-30	19	\$337,927	19%	103%
31-45	2	\$29,598	2%	111%
46-60	18	\$311,742	17%	104%
61+	33	\$818,208	45%	99%

Overall Objective and Specific Desired Results:

Describe your action plan in detail (be specific and include before and after measurements)

Timeline: Describe specific short term and long term checkpoints to monitor progress

Meeting with Stakeholders (dealership personnel)

Describe what behavior change is needed to support desired goal. Address required coaching, training and/or consequences. Include timelines / Accountability / Monitoring process

- a. Who:
- b. What:
- c. By When:
- d. How:

Dealer agreement:

If you need your sponsors support or approval to implement your plan, have it signed off before you start. If you can proceed on your own, present this action plan to your sponsor before next class. Describe the meeting:

