



HOMEWORK ACTION PLAN

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

Name <u>Duan Le</u>	Class #	<u>NADA 376</u>
Dealership <u>Joe Bullard Acura</u>	Date	<u>7/29/2021</u>

Current Situation or Challenge to be Addressed:	Inventory Levels/Days supply Units		
Current Performance Level (include specific measure):	Currently we are looking very sweet at 16.5 ! But when things get back to normal we want to keep an eye on this and be 45 days Supply (NADA Guide) - we were averaging 90 days ++ before this.		
Goal (what do you want to achieve?)	NADA Guide of 45 Days Supply		
Goal Performance Level (include specific measure)	Need to be very vigilant with Inventory ordering and inventory control		
Goal Start Date:	8/1/2021	Goal End Date:	Never
First Check-in Date:	9/1/2021	Performance Objective:	Make sure we are under 45 Days supply using formula
Second Check-in Date:	10/1/2021	Performance Objective:	Maintaining 45 Supply days or less
Third Check-in Date:	11/1/2021	Performance Objective:	Maintaining 45 Supply Days or less
Fourth Check-in Date:	12/1/2021	Performance Objective:	Make sure we are on track for 45 days supply or less on our inventory
How does your goal align with the dealers' vision?	By keeping our Days supply low, we pay less Floor Plan interest and, have fresh inventory, make more gross profit		
What are the potential benefits of achieving your goal?	Using available tools, being more effective in analyzing New Vehicle inventory, New Vehicle Ordering process, and associated costs of new vehicles. Overall - making the dealership more money		
What are the potential consequences if you don't achieve your	Aged units, more expenses - lot damage, batteries, tec. , costs dealership money (floor plan interests)		

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goal?	
Why is the goal important to you?	Overall profitability of the dealership
Potential Obstacles	Wanted to stock up on inventory - Wholesale from your district manager
Potential Solutions	Be very careful with Inventory levels and picking up more inventory, stocking the right inventory (colors, packages)
BOTTOM LINE! Financial Impact of Achieving Your Goal (expressed in dollars)	Reduce my Days Supply to NADA Guide of 45 days or less I would pay less floor plan and make more gross per New Vehicle.

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
Measuring Inventory Levels	Using Calculation formula to calculate Dealers Days Supply New	General Manager/ Sales Manager - Person Ordering New Vehicles	45 days Supply or less	08/01/2021
Ordering Correct Colors / Packages	Using APEX - Acura Ordering system	General Manager/ Sales Manager - Person Ordering New Vehicles	45 days supply or less	08/01/2021
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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.

Properly train sales staff to not be order takers and sell what is on our lot. Save on a lot of dealer trades. Be careful when ordering the correct Colors and Packages of New vehicles using the Ordering system. Make sure we sell the old age units first before the newer transported units. Be very diligent on inventory control.

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

Weekly Sales Meeting with Sales Consultants on training. Monthly meetings with Sales Manager on Inventory Control

Sponsor Signature: _____