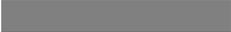




Rate %
98.00%
#DIV/0!
98.00%



REYNOLDS 2213			
Stocking Status	Inventory	% of Inventory	Guide
INVESTMENT	Value		
Normal or Active Stock		#DIV/0!	over 70%
Automatic Phase Out		#DIV/0!	Less than 30%
Dealer Phase Out		#DIV/0!	Less than 1%
Manual Order		#DIV/0!	Less than 3%
Non Stock Part \$'s		#DIV/0!	Less than 5%
Non Stock Part #'s*		MEMO	Greater than 70% of PN's
Core Clean		#DIV/0!	PART #
Core Dirty		#DIV/0!	PART #
Replace by hold RBH		#DIV/0!	PART # NA # PIECES
			NA
Total Inventory	\$0	#DIV/0!	

REYNOLDS

Activity	Value	% of inver	NADA Guide	Notes
Current		#DIV/0!	75%	this is your current a
1-3 Months		#DIV/0!	included	healthy parts invento
4-6 Months		#DIV/0!	23%	
7-9 Months		#DIV/0!	2%	65% Will likely become
10-12 Months		#DIV/0!	included	85% Will likely become
13-24 Months		#DIV/0!	0%	Technically Obsolete
25+ months		#DIV/0!	0%	
TOTAL	\$0	#DIV/0!		

GOOD
WARNING
DANGER
GREAT
Seldom used
OK....BUT..
OUCH !!!!!!!!!!!
YIKES

;

and active
ory

OBSO POSITION MATH DONE BELOW		
obso	.65 TIMES THE 7-9 MONTH VALUE	\$0
obso	.85 TIMES THE 10-12 MONTH VALUE	\$0
e	PLUS THE 13-24 MONTH VALUE	\$0
	PLUS THE 25+ VALUE EQUALS	\$0
	OBSO AS A % OF TOTAL	\$ - #DIV/0!

CDK Stocking Status		Inventory	% of Inventory	Guide
INVESTMENT		Value		
Normal or Active Stock			#DIV/0!	over 70%
Automatic Phase Out			#DIV/0!	Less than 35%
Dealer Phase Out			#DIV/0!	Less than 1%
Manual Order			#DIV/0!	Less than 3%
Non Stock Part \$'s			#DIV/0!	Less than 5%
Non Stock Part #'s*			MEMO	Greater than 70% of PN's
No Phase Out Not on ADP				NA
Repac by Hold Not on ADP				NA
Clean Core			#DIV/0!	p/n pieces
Dirty Core			#DIV/0!	
Total Inventory		\$0	#DIV/0!	

ADP				
Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months			#DIV/0!	ACTIVE INVENTORY at 75%
4-6 Months			#DIV/0!	ACTIVE INVENTORY at 23%
7-12 Months			#DIV/0!	75% will likely become Obso 2%
Over 12 Months			#DIV/0!	Technical Obsolescence 2% is g
New parts no sales			#DIV/0!	Minimal Amount
Total Inventory	\$0		#DIV/0!	

COLOR
SCORING

GOOD

WARNING

DANGER

GREAT

Seldom used

OK....BUT..

OUCH !!!

OUCH !!!!!

ouch!!!

OBSO POSITION

is guide .75 TIMES \$ 0

uide PLUS 0

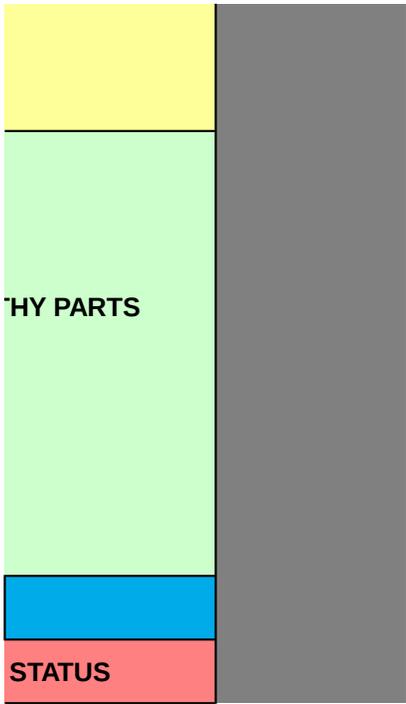
PLUS 0

EQUALS #DIV/0! 0

DEALER TRACK STATUS			MONTH OF:			PROFILES BEST OF CLASS	
			%	0	PIECES	VALUE	
ACTIVE PARTS: STOCKED			#DIV/0!				70%
ACTIVE PARTS: EXCESS STO			#DIV/0!				LESS THAN 1 %
ACTIVE PARTS: UNDERSTOCK			#DIV/0!				LESS THAN 1 %
ACTIVE PARTS: TO PHASE OU			#DIV/0!				LESS THAN 30%
TOTAL ACTIVE PARTS			#DIV/0!				
SUPERCEDED W/ON HAND			#DIV/0!				LOW DBL NUMBERS
INACTIVE W/ON HAND			#DIV/0!				LESS THAN 30-35%
TOTAL INV. TO SELL			#DIV/0!				
CORES ON HAND							LOW PIECE COUNTS
NEG-ON-HAND							LOW DBL NUMBERS
TOTAL OF INVENTORY							
PARTS ON OPEN R. O.'S							ONE DAYS AVG SALES
VALUE OF TOTAL INVENTORY							
NOT ON FACTORY MASTER							MINIMAL
PARTS WITH OUT COST							MINIMAL
INVENTORY AGING BY LAST SOLD							
			VALUE	%	ACUM %	INSTRUCTORS NOTI	
NEVER SOLD				#DIV/0!	#DIV/0!	THIS IS TECHNICAL OI	
ONE YEAR AGO PLUS				#DIV/0!	#DIV/0!		
ELEVEN MONTHS AGO				#DIV/0!	#DIV/0!	THIS IS POTENTIAL OI	
TEN MONTHS AGO				#DIV/0!	#DIV/0!		
NINE MONTHS AGO				#DIV/0!	#DIV/0!		

EIGHT MONTHS AGO			#DIV/0!	#DIV/0!	THESE PARTS WILL BE IN A "AP" STATUS OUT IS SET AT 0 IN 6			
SEVEN MONTHS AGO			#DIV/0!	#DIV/0!				
SIX MONTHS AGO			#DIV/0!	#DIV/0!	THIS IS YOUR ACTIVE HEALT INVENTORY			
FIVE MONTHS AGO			#DIV/0!	#DIV/0!				
FOUR MONTHS AGO			#DIV/0!	#DIV/0!				
THREE MONTHS AGO			#DIV/0!	#DIV/0!				
TWO MONTHS AGO			#DIV/0!	#DIV/0!				
ONE MONTH AGO			#DIV/0!	#DIV/0!				
CURRENT MONTH			#DIV/0!	#DIV/0!				
TOTAL INVENTORY			#DIV/0!					
CORES WITH ON HAND							CONFIRM DIRTY & CLEAN	

CLASS	COLOR
	SCORING
	GOOD
	WARNING
	DANGER
	GREAT
	Seldom used
	OK....BUT..
	OUCH !!!
ES	
BSO	
BSO	
BSO	



UCS SCORECARD				
Stocking Status Observations	Inventory Value		% of Inventory	Guide
Active Stock (0-6 month activity)				over 70%
Zero Guide (Auto Phase out)				Less than 35%
No bin Location Parts				Less than 1%
Manual Order Review				Less than 3%
No Match (Non Stock Part \$'s)				Less than 5%
Total Watch #'s (N/ Stock Part #'s)				Greater than 70% of PN's
Clean Core				
Dirty Core				Are controls in place?
Extra Lines				NA
Extra Lines				NA
Total Inventory	\$0			

UCS

Investment			NADA		Notes
Activity	Value	% of inver	Guide		
Current TO 3 Months			#DIV/0!	75%	this is your current a
3 to 6 Months			#DIV/0!	included	healthy parts invento
6-9 Months			#DIV/0!	23%	65% Will likely becom
9-12 Months			#DIV/0!	2%	85% Will likely becom
12 Months + Over			#DIV/0!	included	This is your Technical
			#DIV/0!		
			#DIV/0!		
TOTAL	\$0		#DIV/0!		

- GOOD
- WARNING
- DANGER
- GREAT
- Seldom used
- OK...BUT..
- OUCH !!!!!!!

[Redacted]

and active

ory

ie obso

\$0.00

ie obso

\$0.00

OBSO

\$0

[Redacted]

[Redacted]

\$0.00

#DIV/0!

Departmental Action Plan

Dealership **SCHAUMBURG HONDA AUTOMOBILES**

Academy Week **WEEKS 2**

Class &

Current Situation

Low accessory sales

Overall Objective:

To increase gross profit from accessory sales while improving employee satisfaction

Proposed Timeline

Two weeks to implement program, 12 weeks to see results starting January 1st where changes can be made.

Action Plan

Describe necessary actions to reach desired result: First, the standardization uniformly throughout the dealership (sales, service, and parts) has to be developed, established, incentives will be determined for sales, service, and parts employees. Second, incentives will be determined for sales, service, and parts employees based on accessories per transaction (for example: up to \$1000 = \$25 bonus, \$1,001-\$2,000 = \$50 bonus, \$2,001-\$3,000 = \$75 bonus, \$3,001-\$4,000 = \$100 bonus, \$4,001-\$5,000 = \$125 bonus, \$5,001-\$6,000 = \$150 bonus, \$6,001-\$7,000 = \$175 bonus, \$7,001-\$8,000 = \$200 bonus, \$8,001-\$9,000 = \$225 bonus, \$9,001-\$10,000 = \$250 bonus, \$10,001-\$11,000 = \$275 bonus, \$11,001-\$12,000 = \$300 bonus, \$12,001-\$13,000 = \$325 bonus, \$13,001-\$14,000 = \$350 bonus, \$14,001-\$15,000 = \$375 bonus, \$15,001-\$16,000 = \$400 bonus, \$16,001-\$17,000 = \$425 bonus, \$17,001-\$18,000 = \$450 bonus, \$18,001-\$19,000 = \$475 bonus, \$19,001-\$20,000 = \$500 bonus, \$20,001-\$21,000 = \$525 bonus, \$21,001-\$22,000 = \$550 bonus, \$22,001-\$23,000 = \$575 bonus, \$23,001-\$24,000 = \$600 bonus, \$24,001-\$25,000 = \$625 bonus, \$25,001-\$26,000 = \$650 bonus, \$26,001-\$27,000 = \$675 bonus, \$27,001-\$28,000 = \$700 bonus, \$28,001-\$29,000 = \$725 bonus, \$29,001-\$30,000 = \$750 bonus, \$30,001-\$31,000 = \$775 bonus, \$31,001-\$32,000 = \$800 bonus, \$32,001-\$33,000 = \$825 bonus, \$33,001-\$34,000 = \$850 bonus, \$34,001-\$35,000 = \$875 bonus, \$35,001-\$36,000 = \$900 bonus, \$36,001-\$37,000 = \$925 bonus, \$37,001-\$38,000 = \$950 bonus, \$38,001-\$39,000 = \$975 bonus, \$39,001-\$40,000 = \$1,000 bonus, \$40,001-\$41,000 = \$1,025 bonus, \$41,001-\$42,000 = \$1,050 bonus, \$42,001-\$43,000 = \$1,075 bonus, \$43,001-\$44,000 = \$1,100 bonus, \$44,001-\$45,000 = \$1,125 bonus, \$45,001-\$46,000 = \$1,150 bonus, \$46,001-\$47,000 = \$1,175 bonus, \$47,001-\$48,000 = \$1,200 bonus, \$48,001-\$49,000 = \$1,225 bonus, \$49,001-\$50,000 = \$1,250 bonus, \$50,001-\$51,000 = \$1,275 bonus, \$51,001-\$52,000 = \$1,300 bonus, \$52,001-\$53,000 = \$1,325 bonus, \$53,001-\$54,000 = \$1,350 bonus, \$54,001-\$55,000 = \$1,375 bonus, \$55,001-\$56,000 = \$1,400 bonus, \$56,001-\$57,000 = \$1,425 bonus, \$57,001-\$58,000 = \$1,450 bonus, \$58,001-\$59,000 = \$1,475 bonus, \$59,001-\$60,000 = \$1,500 bonus, \$60,001-\$61,000 = \$1,525 bonus, \$61,001-\$62,000 = \$1,550 bonus, \$62,001-\$63,000 = \$1,575 bonus, \$63,001-\$64,000 = \$1,600 bonus, \$64,001-\$65,000 = \$1,625 bonus, \$65,001-\$66,000 = \$1,650 bonus, \$66,001-\$67,000 = \$1,675 bonus, \$67,001-\$68,000 = \$1,700 bonus, \$68,001-\$69,000 = \$1,725 bonus, \$69,001-\$70,000 = \$1,750 bonus, \$70,001-\$71,000 = \$1,775 bonus, \$71,001-\$72,000 = \$1,800 bonus, \$72,001-\$73,000 = \$1,825 bonus, \$73,001-\$74,000 = \$1,850 bonus, \$74,001-\$75,000 = \$1,875 bonus, \$75,001-\$76,000 = \$1,900 bonus, \$76,001-\$77,000 = \$1,925 bonus, \$77,001-\$78,000 = \$1,950 bonus, \$78,001-\$79,000 = \$1,975 bonus, \$79,001-\$80,000 = \$2,000 bonus, \$80,001-\$81,000 = \$2,025 bonus, \$81,001-\$82,000 = \$2,050 bonus, \$82,001-\$83,000 = \$2,075 bonus, \$83,001-\$84,000 = \$2,100 bonus, \$84,001-\$85,000 = \$2,125 bonus, \$85,001-\$86,000 = \$2,150 bonus, \$86,001-\$87,000 = \$2,175 bonus, \$87,001-\$88,000 = \$2,200 bonus, \$88,001-\$89,000 = \$2,225 bonus, \$89,001-\$90,000 = \$2,250 bonus, \$90,001-\$91,000 = \$2,275 bonus, \$91,001-\$92,000 = \$2,300 bonus, \$92,001-\$93,000 = \$2,325 bonus, \$93,001-\$94,000 = \$2,350 bonus, \$94,001-\$95,000 = \$2,375 bonus, \$95,001-\$96,000 = \$2,400 bonus, \$96,001-\$97,000 = \$2,425 bonus, \$97,001-\$98,000 = \$2,450 bonus, \$98,001-\$99,000 = \$2,475 bonus, \$99,001-\$100,000 = \$2,500 bonus. Each bonus listed is only a rough estimate, as this would be one piece of data used to determine the final bonus structure. The goal is to ensure bonuses are beneficial for both the dealership and the employee.

Requirements

Meeting with Dealer:

1. **Action Proposed: Meet with General Manager, Parts Director, and Service Dire**

Meeting with stakeholder(s) (dealership personnel):

2. **Describe what is in place to support desired goal: Training on how to sell accessories and standardized pricing, review incentives associated with accessory sales. Training / Coaching / ± Consequences related to results / Pain & Gain**

Accountability: Monitoring progress:

Who: Sales Manager and Parts Manager

What: Accessory sales per employee

3. **By When: Quarterly**

How: Data tracking via spreadsheet with employee name, date of sale, access of transaction

Describe checkpoints that have been established to measure progress:

Daily / Weekly / Bi-weekly / Monthly /

4. **Date(s) for review: Quarterly**

5. **Estimated cost for implementation: Zero Cost**

Projected Date of Completion:

3-1-2018

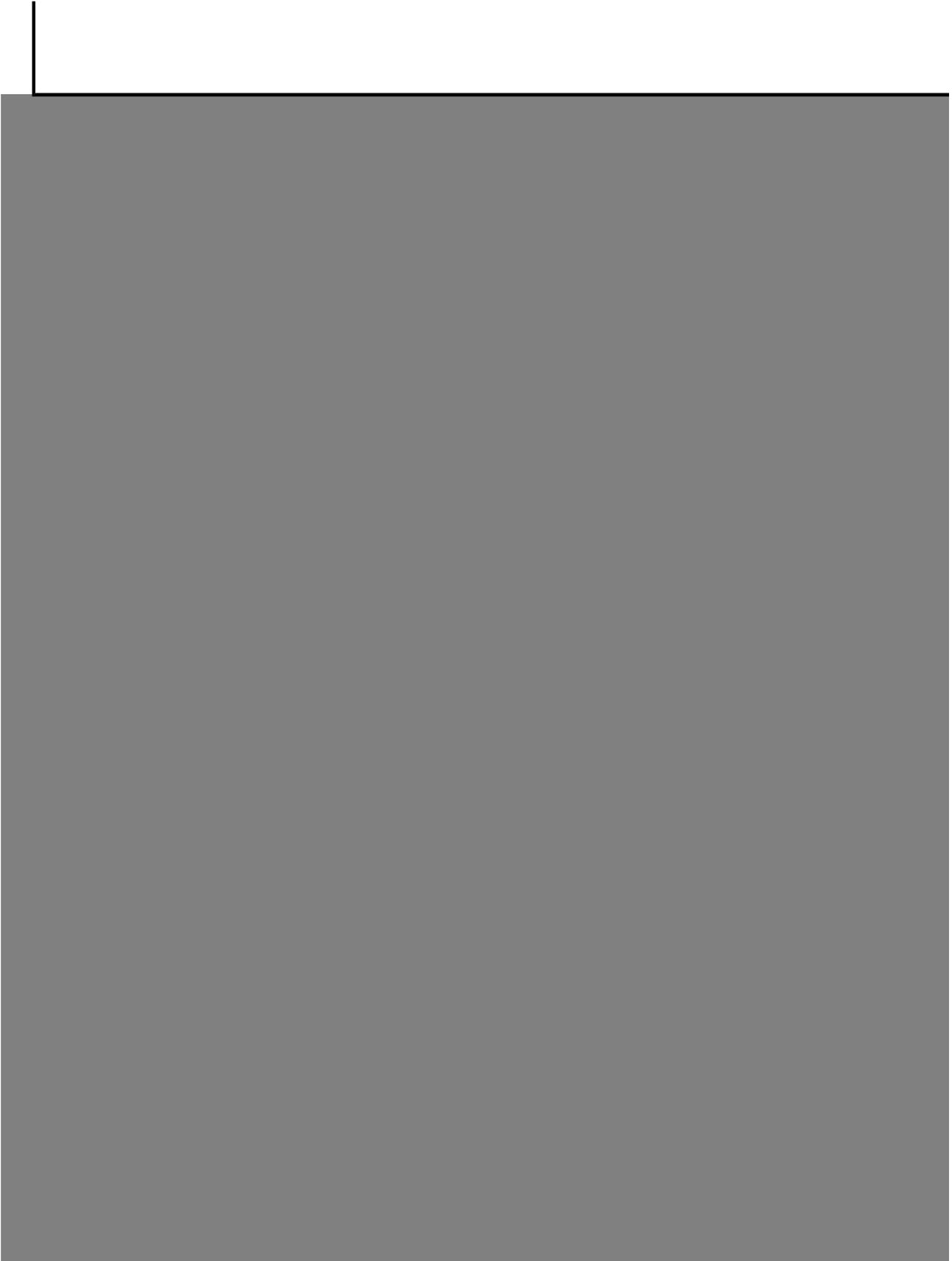
Sponsor: John Barrett

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI / Increase sales, gross, net profit, and C standardization of pricing leads to customer satisfaction and a pleasant overall buying experience



Student Name TERRY KIOUTAS

Student Number N329 19

sfaction by offering incentives (for these sales)

st. Data will be collected quarterly to assess

of pricing for each accessory that will be used
veloped. After the accessory pricing is
ees based on the dollar amount spent on
,000 = \$50 bonus, etc). The dollar amount per
collected in the quarterly review regarding the
dealership and the employee. After the first

**PLEASE BE ADVISED
THIS ASSIGNMENT BY
IT'S SELF IS WORTH 100
POINTS.TAKE YOUR
TIME AND GET IT
CORRECT**

Director

Accessories, provide employees with expectations

Inventory (or accessories sold), total dollar amount

CSI without significant increase in expenses. The

