

ACTION PLAN

What will you do differently as a result of what you learned in this section?

Conduct Weekly meetings with our sales department and making sure we include our recon department so that they too can feel like they are part of the sales team.

What will be the benefits of making these changes? What will be the consequences if you don't do anything differently?

By making these changes, we will be able to keep moral up and make sure that we all meet both company and personal expectations. Lack of continuous communication with the sales department or any other department for that matter will result in confusion and a potential drop in personnel.

What obstacles might you encounter and how can you overcome them?

Scheduling these meetings on a regular basis can be an obstacle. A collaborative meeting schedules would give everyone ownership.

Identify your first few steps and the people who can help you with them.

Conducting meeting agendas with the GM and GSM and making sure that we embrace the positives that the sales person/team brought within the previous week and go over the potential challenges of the coming week.

Start Date: October 1, 2021 Completion Date: ongoing