



HOMEWORK ACTION PLAN

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

Name Al Albik & John M arrero Class # N383B
 Dealership Lynne's Nissan Date 1/1/2022

Current Situation or Challenge to be Addressed:	Current Aged unit is to high 25% of our used vehicles are over 60 days old		
Current Performance Level (include specific measure):	Our current turn rate is at 4.9 turns		
Goal (what do you want to achieve?)	Nada guide is 12 turns per year we would like to get 8 turns a year by end febauray 28 2022		
Goal Performance Level (include specific measure)	Click or tap here to enter text.		
Goal Start Date:	1/1/2022	Goal End Date:	2/28/2022
First Check-in Date:	1/20/2022	Performance Objective:	Aged inventory trending down
Second Check-in Date:	2/10/2022	Performance Objective:	Analyze aged not sold
Third Check-in Date:	2/20/2022	Performance Objective:	Analyze month supply
Fourth Check-in Date:	2/28/2022	Performance Objective:	Rerun turn analysis
How does your goal align with the dealers' vision?	The dealer vision is to have used vehicles turning 12 times a year with a 30 days supply which we are taking necessary steps to get there		
What are the potential benefits of achieving your goal?	Ruducing floorplan and higher used car profit		
What are the potential consequences if you don't achieve your goal?	Stagnant used car inventory		

HOMEWORK ACTION PLAN

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

Why is the goal important to you?	Healthy inventory
Potential Obstacles	Sales manager not wanting to take a loss Keeping aged vehicle because manager thinks he can get more gross from another customer
Potential Solutions	Wholesale the car after 45 days even at a break even or small loss.
BOTTOM LINE! Financial Impact of Achieving Your Goal (expressed in dollars)	If we achieve our goal of 8 turns per year our projected gross would be 2,832,000 Up from 1,702,944 .. additional front end gross of 1,129,056

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
Identify Aged units	Dms	Used car manger	Immediately	Weekly
Frontline ready with 3 days	Rapid recon	Used car service manger	01/15/2022	Weekly
Price to market	V auto	Used car manger	Immediately	Every 48 hours
Posting cars to OVE after 45 days instock	Manhime account	Used car director	45 days old units	Weekly
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.

HOMWORK ACTION PLAN

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

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.

Monthly manger meeting, running aged inventory monthly

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

Weekly meeting between service Mgr and used car Mgr to discuss trends of aged inv

Sponsor Signature: _____