ACTION PLAN 1

S Specific M Measurable A Achievable R Relevant T Time bound

What is your goal? What do you want to achieve? From what metric? To what metric? By what date?

The goal is to get turn 75% of the Used Inventory to under 30 days in stock.
Using Vauto matric sold reports and Sales trend (Rolling 30 days).

By what date - 90 days - May 30th 2022.

BOTTOM LINE: Benefits of Achieving Your Goal

Confidence of knowing where i was, where am going and how i will get there.

Accountability.

Profitability.

Dealership Success.

Increase Inventories.

Allows the dealership to compete in the Pre-owned market.

Consequences of Not Achieving Your Goal

Lack of confidence.

Questioning myself if am right for the Job.

Future is stagnant.

Productivity becomes waste.

Flying Blind.

When will you start? March 1st 2022

How will you gauge your progress? When? Using which metrics?

We will use VAUTO Invesment summary.
We will look at the summary on a weekly review.
Review our weekly sold report vs currnt inventories.

What specific actions will you take to achieve your goal? Who can help you?

Continue our process of getting vehicles front line ready and on the website within 1 - 3 days.

Constantly monitoring changes to the market day supply and be proactive with pricing.

New pay plan for the Used Car Manager reflecting turn policy.

Training Salesperson/ Managers using S.M.A.R.T

Dedicate a Technician and an Internal Advisor for Used Cars.

Using inventory software IE Pricing/vAuto.

Reviewing all eligible Programs with Factory and Banks

Potential Challenges?

Poor communications between departments.

Overstocking the wrong makes and models.

Supply chain complexity.

Inaccurates Data.

Inconsistent tracking.

Potential Solutions?

Constant focus on cars that are 14 - 21 days old.

Make sure Check requests for Payoffs is filled out properly with 10 days quotes.