

PARTS HOMEWORK – ACTION PLAN

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?

Example: "I will decrease my 5K run time from 30 minutes to 21 minutes by June 15."

S M T

My goal is to increase our internal gross profit percentage from 26% to 40% by April 30, 2022.

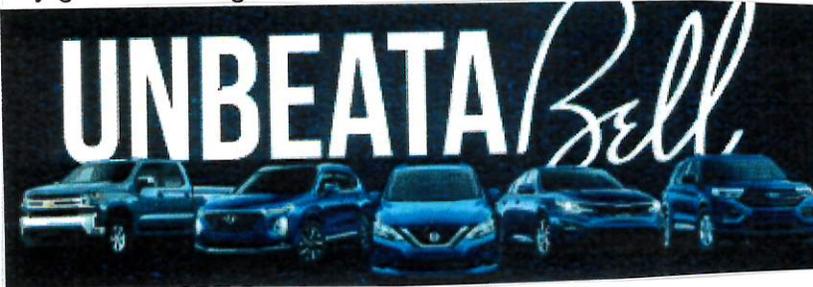
How does this goal align with or support your dealer's vision?

What are the BENEFITS of achieving your goal? What are the CONSEQUENCES if you don't?

Why is this goal important to you?

R

My goal does align with our dealers vision: UNBEATABELL!



Ingredients	%DV
KnowledgeaBell.....	100%
ReliaBell.....	100%
CapaBell.....	100%
RemarkaBell.....	100%
UnstoppaBell.....	100%

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The benefits of achieving our goal is a greater gross profit & net profit for our dealer. If we do not achieve this goal we will not have that additional gross hit net profit.

It is important to me as a parts manager because I personally want to be as profitable as possible. The employees that are billing out the parts for used cars will not feel as though they are doing all the work for not much profit.

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How will you track your progress? Where will you find the information? How often will you check in?

S M A T

I will track the progress by monitoring the financial statement to ensure that we are holding the proper gross profit. The ability to change the parts pricing will be removed from all CDK users except the parts department. No further discounting is to be taking place.

Potential Obstacles?

A

Used Car manager wants to keep the reconditioning costs of the used cars as low as possible.

Potential Solutions?

A

Show the Used Car manager that an additional gross profit of only \$180 per used car can produce huge additional gross and net profits for the store.

BOTTOM LINE! What is the financial impact (expressed in dollars) of achieving your goal?

S M R T

If we gain an additional \$180 gross profit per used vehicle the parts department can generate an additional \$110,000 gross profit per year!

CONGRATULATIONS! You've accomplished your goal! You 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.

S A

We will keep our new processes in place and continue to monitor them to ensure compliance.