# ACTION PLAN 1

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

Reduce time to line from 10 days to 5 within 60 days.

BOTTOM LINE: Benefits of Achieving Your Goal

increase preowned unit turn rate
increase revenue for service and parts
increase sales of preowned
increase back-end product sales
decrease floorplan costs
decrease lot damage while in service

Consequences of Not Achieving Your Goal

loss of sales
loss of revenue to variable and fixed
loss of income for the sales team
loss of back-end revenue
increase in floorplan costs

When will you start? April 1st

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

I will use Rapid Recon to gauge my progress by reviewing it every morning. It updates time to line daily.

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NADA ACADEMY

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

If I see any bottlenecks, I will meet with my service manager to find solutions to issues causing delays.
If parts are slow, we will look for parts from other vendors.
If techs are backed up, we will outsource the work to our sister store.
if detail is backed up, we will outsource details.

| Potential Challenges? | Potential Solutions? |
| --- | --- |
| part supply chain issues | think outside the box and use other vendors |
| techs out do to sickness | outsource work to sister store |
| detail backed up | outsource details |


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