

Departmental Action Plan Template

Student Name: Matt Woolsey

Class & Student Number: A05, Woolsey

Academy Week (Var II): Variable Ops II

Current situation or challenge you want to address: (must be quantifiable)

Lack of knowledge on One Pay Leases.

Overall Objective and **Specific** Desired Results:

Increase One Pay Leases to two per month from 7/1/2022 until 12/31/22.

Describe your action plan in detail (be specific and include before and after **Measurements**)

Currently, we do not offer One Pay leases due to lack of confidence in structuring, and little knowledge from F&I.

Timeline:

Describe specific short term and long term checkpoints to monitor progress

Meeting with Stakeholders (dealership personnel)

Describe what behavior change is needed to support desired goal. Address required coaching, training and/or consequences (PINO, Gain, Pain). Include timelines / Accountability / Monitoring process

- a. Who: Matt, Don, Amael, Andrew
- b. What: Teach, Demonstrate, Apply..Coaching, Training
- c. By When:06/30/22
- d. How: Monday Trainings

Dealer agreement:

If you need your sponsors support or approval to implement your plan, have it signed off before you start. If you can proceed on your own, present this action plan to your sponsor before next class. Describe the meeting:
