

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?

My goal is to reduce older parts accesories/inventory by installing them on incoming non sold inventory.

BOTTOM LINE: Benefits of Achieving Your Goal

Consequences of Not Achieving Your Goal

Increase gross profit in the parts department.
Decrease parts and accesories that may otherwise sit and become stagnant

aged parts

When will you start? 05/23/22

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

I will monitor this thorough the parts summary and financial statement.



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

We will have service install accesories on the vehicles and have part/service bill everything to the unit its being installed on.

Potential Challenges?

Customers not wanting the additional accesories

Potential Solutions?

Slight discount of overall pricing,