

## 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 delinquency of current vendors from 60/90/120 and 120+ days out to 0-30 days out.

BOTTOM LINE: Benefits of Achieving Your Goal

Consequences of Not Achieving Your Goal

Increase of cash flow/reduction of frozen capital.

Increase in frozen capital.

06/01/2022

When will you start?

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

We will gauge our progress by monitoring our (220) receivable-service/parts report weekly.



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

**Vendors with delinquencies in excess of 60 days will all be converted to C.O.D only and will be limited on products provided until reimage is paid in full.**

Potential Challenges?

We may lose a few vendors.

Potential Solutions?

**All accounts will be current.  
Reward great paying accounts with more credit.**