



HOMWORK ACTION PLAN

S SPECIFIC **M** MEASURABLE **A** ACHIEVABLE **R** RELEVANT **T** TIME-BOUND

Name Roland Lynn Class # N390
 Dealership Clay Cooley Nissan Date 5/28/2022

Current Situation or Challenge to be Addressed:	Too Many Days from Inventory To Pictures		
Current Performance Level (include specific measure):	Average 13 days in phase from Inventory to Pictures		
Goal (what do you want to achieve?)	Shorten average days from Inventory to Pictures		
Goal Performance Level (include specific measure)	7 Day Average in Phase From Inventory to Pictures		
Goal Start Date:	7/1/2022	Goal End Date:	12/1/2022
First Check-in Date:	8/1/2022	Performance Objective:	11 Day Average in Phase From Inventory to Pictures
Second Check-in Date:	9/1/2022	Performance Objective:	10 Day Average in Phase From Inventory to Pictures
Third Check-in Date:	10/1/2022	Performance Objective:	9 Day Average in Phase From Inventory to Pictures
Fourth Check-in Date:	11/1/2022	Performance Objective:	8 Day Average in Phase From Inventory to Pictures
How does your goal align with the dealers' vision?	To bring the department's turn closer to NADA guide, and increase profitability for the Pre-Owned sales department.		
What are the potential benefits of achieving your goal?	Increased turn, decreased aging inventory, decreased floorplan interest, and increased profitability.		
What are the potential consequences if you don't achieve your goal?	To continue at our current pace of 9 used car turns a year, and averaging \$40k in writedowns for aged used a month.		

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Why is the goal important to you?	Because in the current climate where we cannot control the new car allocations and deliveries. We can however, directly control the operations of our used car department.
Potential Obstacles	Parts shortages and lack of availability. Raising used car prices. Limited inventory levels. Fluctuating values and books. The overall economy. Rising interest rates.
Potential Solutions	Developing other relationships with parts suppliers. Stocking cheaper vehicles. Stocking higher turn and lower days supply vehicles. Sourcing vehicles from other sources. Pricing aggressively from day one. Adding other prime lenders to guard against rising rates.
BOTTOM LINE! Financial Impact of Achieving Your Goal (expressed in dollars)	The increase in turn by 33% will lead to an increase in fixed gross of \$79,200 monthly, as well as an increase in used car gross of \$166,500 monthly. A total of a combined \$2,948,400 annually!!!

What specific actions or steps will you take to accomplish your goal? What will you do differently or improve? For each, be sure to include necessary resources, who is accountable, the measurable result, and dates.

SPECIFIC ACTION/STEP	NECESSARY RESOURCE(S)	ACCOUNTABLE PERSON(S)	EXPECTED RESULT	START, END, & CHECKPOINT DATES
Develop relationships with other parts suppliers/sources	Initiative and hard work. Ability to open credit lines.	Juan Alvarez and Bryan Roberts. - Parts Director and Asst. Parts Manager.	Additional parts suppliers and shortened down time due to missing parts.	07/01/2022 start 10/01/2022 checkpoint 12/01/2022 endpoint
Stocking cheaper and lower day supply vehicles.	No additional resources needed.	Roland Lynn - GM	Faster turn, cheaper average unit.	07/01/2022 start 10/01/2022 checkpoint 12/01/2022 endpoint
Source cars from outside the box origins.	Ability to cut checks to individuals. Possibly add KBB buying center.	Inventory Acquisition Specialist? - create the position? Discuss with ownership.	Purchase vehicles at a lesser cost than through traditional means.	07/01/2022 start 10/01/2022 checkpoint 12/01/2022 endpoint

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Pricing aggressively from day one.	No additional resources needed.	Mauro Valle -Used Director	Sell cars faster as they are priced to market from day one.	07/01/2022 start 10/01/2022 checkpoint 12/01/2022 endpoint
Arranging Transport more quickly and efficiently.	No additional resources needed.	Jesse Gonzales - Inventory Manager	Decrease transport time.	07/01/2022 start 10/01/2022 checkpoint 12/01/2022 endpoint
Release vehicles to service more quickly and efficiently.	No additional resources needed.	Sam Almanza - F&I Director (trade-in funding time) Jesse Gonzales - Inventory Manager	Decrease down time from acquisition to being released to the shop.	07/01/2022 start 10/01/2022 checkpoint 12/01/2022 endpoint
Speed up the detail process making vehicles picture ready.	No additional resources needed.	Christian - Details Inc. location manager	More quickly and efficiently make vehicles front line and picture ready.	07/01/2022 start 10/01/2022 checkpoint 12/01/2022 endpoint

As you work toward your goal, it's important to have interim check points with specific, measurable objectives so your team can hold themselves accountable. If everyone knows the goal and objectives, you don't have to spend your valuable time micromanaging.

Once you've accomplished your goal, 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.

By then moving the goalpost to a 6, then 5, then 4, then NADA guide 3 days to pictures!!!

Describe any planning or implementation meetings conducted as part of development of your plan.

We plan to make this a part of the payplans for the FO Director, Parts Director, and Inventory Manager. Meetings will be held with the dealer principle in order to set the goalpost and the penalty if it is not reached.



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Sponsor Signature: _____