HOMEWORK ACTION PLAN

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

Name	Ryan Sutton	Class #	N391
Dealership	Chico Nissan	Date	5/17/2021

Current Situation or Challenge to be Addressed:	Aged Used Inventory is becoming more of an issue as in years past. It is a trickier time now then years ago due to the shortages and increased values. Knowing what to be ok with as it ages and what to get rid of at a drop dead date is what we need to become better at so we aren't on top of the bubbles when it bursts at some point.
Current Performance Level (include specific measure):	21 Units over 60 days old. We have no data to justify if these 21 units should fall within the "Acceptable" category of aged.
Goal (what do you want to achieve?)	No Units over 60 days that are not Grade A or B units, or Gold/ Platinum Units in Profit Time.
Goal Performance Level (include specific measure)	I want all Units over 60 days in inventory to fall within "The Grade" of B or higher, and be a gold, or platinum unit based off Vautos Profit time measurement. Health Report/ And Profit Time is our stocking bible.

Goal Start Date:	6/1/2022	Goal End Date:	8/31/2022
First Check-in Date:	6/15/2022	Performance Objective:	Be Signed, setup, and in training on profit time.
Second Check-in Date:	6/30/2022	Performance Objective:	Spot Check Over 60. Grades, and Rank 50% B & above, Gold or Plat
Third Check-in Date:	7/31/2022	Performance Objective:	Spot Check Over 60. Grades, and Rank 75% B & above, Gold or Plat
Fourth Check-in Date:	8/31/2022	Performance Objective:	100% of anything over 60 Be B or Better with Gold or Plat Ranking

How does your goal align with the dealers' vision?	To be good stewards of his money, and to fix any bad buys by not keeping them for very long. Aligns
What are the potential benefits of achieving your goal?	Better Inventory, Better Gross, and hedges our bets against frozen capitol, and will keep us turning inventory @ 12+ times per year.

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What are the potential consequences if you don't achieve your goal?	Less Turns, Lower Gross, Morale Slump. All of which are not an option.
Why is the goal important to you?	The health of used car inventory is the most important aspect of running a sales dept. If the inventory is stale, not moving, and the wrong units it flattens the entire dept. Low to no gross, traffic count goes down, and sales slump. It's a recipe for bad attitudes, Salesmen and managers looking for other dealerships to work at etc. It kills the morale of your entire staff.
Potential Obstacles	Used Car Manager and Sales Managers staying engaged, and on top of whats coming in, and how fast it's going out. If the plan is followed we win.
Potential Solutions	I will need to inspect the inventory weekly to make sure everyone is staying on track. If I notice we are starting to slip in areas I will have to call them to account.
BOTTOM LINE! Financial Impact of Achieving Your Goal (expressed in dollars)	Currently we are turning our inventory 10X per year. Stocking the correct inventory, not buying off emotion but Data will allow us to increase to 12 turns per year. 2 additional turns put an additional $1,266,116 in gross, @ 42% gross to Operating Profit Retention puts $531,768 additional operating profit to the bottom line.

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
Make a deal with vauto and sign up for profit time.	Vauto rep	Ryan Sutton, Brad Jones, Antonio Leon.	Have a deal inked up with vauto by end of May 2022	Start 5/18 End 5/31
Train all staff on vauto so they understand the product and the vision.	Vauto trainers	Brad Jones, Ryan Sutton, Antonio Leon	Be Fully Trained on all aspects of vauto by end of June	Start 6/1 Check in 6/15 End 6/30
Push out the list of vehicles we grade highest to our acquisition team.	-Good Carz -Jake Vanaulken -Steve Z -Reccomendations report (Vauto)	Antonio Leon Brad Jones	Start Seeing A, and B grade vehicles become the majority of what we have in inventory.	Start 6/15 Check In 6/22; 6/29; 7/6; 7/13; 7/20 End Date 7/31

NADA

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SPECIFIC ACTION/STEP	NECESSARY RESOURCE(S)	ACCOUNTABLE PERSON(S)	EXPECTED RESULT	START, END, & CHECKPOINT DATES
Bi Weekly Inventory Grade Check	-Vauto pricing report with grade and profit time rank	Brad Jones Antonio Leon	Watch and track % of inventory that is A&B Should see % increase	Start 6/15 Every other weds check Inv grades
Submit Inventory Grade Checks to Ryan	Grade check findings report.	Brad Jones Antonio Leon	That grade checks are being done as scheduled	6/15 Start Date Bi Weekly Submit.
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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.

Brad and Antonio will submit the grade check findings report to me after every check. We will go over these in our bi weekly used car/ recon meeting.

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

We will discuss implementation in our used car/ recon meetings using this document.

Sponsor Signature: _____