



## HOMWORK ACTION PLAN

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

Potential Solutions	ownership help
BOTTOM LINE! Financial Impact of Achieving Your Goal (expressed in dollars)	3,681,497

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
Power pin dealer sign up	A computer	Ray scarpelli(me)	Use data	July 15th August 1st
90 day turn for service loaners	Management buy in	General manager	Turn loaners quicker as opposed to keeping them in used inventory	June 12th July 1st
Keep track of trades on clipboard	Knowledge of excel	Finance managers	Keep track of trade ins easier	July 1st August 1st
Written pricing strategy	Management buy in	General manager	Consistant pricing and a higher turn	August 1st Sept 1st
Investment analyst mindset	Management buy in	General manager	Buying with less emotion	August 1st Sept 1st
Saving appraisels into V Auto	Management buy in	Used car manager	Better data to make decisions	June 16th July 1st

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.