



# HOMWORK ACTION PLAN

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

Name JOHN MCKINNON Class # N393  
 Dealership HODGES FORD Date 6/18/2022

Current Situation or Challenge to be Addressed:	RECONDITIONING		
Current Performance Level (include specific measure):	10-12 DAYS TURN		
Goal (what do you want to achieve?)	3-5 DAYS TURN		
Goal Performance Level (include specific measure)	Click or tap here to enter text.		
Goal Start Date:	7/1/2022	Goal End Date:	7/15/2022
First Check-in Date:	7/5/2022	Performance Objective:	GET MANAGEMENT TEAM ON BOARD WITH NEW PROCESS AND VISION
Second Check-in Date:	7/8/2022	Performance Objective:	WHAT TYPE OF PROBLEMS ARE WE RUNNING INTO SO THEY CAN BE CORRECTED
Third Check-in Date:	7/11/2022	Performance Objective:	MEASURE DEPT AND OUTCOME TO MAKE SURE WE ON TRACK FOR THE GOAL THAT IS IN PLACE
Fourth Check-in Date:	7/15/2022	Performance Objective:	EVAULATE ON FINAL DAY TO SEE IF THE MANAGEMENT STAFF UNDERSTAND THIS IS A PLAN THAT IN PLACE AND MONITORING KEEPS EVERYTHING ON RIGHT PATH
How does your goal align with the dealers'	SINCE RECON TURN ON PREOWNED VEHICLES INCREASES GROSS AND HELPS WITH SALES PEOPLE CONFIDENCE THAT VEHICLE IS DONE RIGHT		

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vision?	IT IN PART OF THE VISION OF THE DEALERSHIP
What are the potential benefits of achieving your goal?	HIGHER VOLUME SELLS, INCREASED GROSS PROFIT, HELPS KEEP SHOP FROM GETTING BOTTLE NECKED
What are the potential consequences if you don't achieve your goal?	LOSS OF GROSS PROFIT, LESS EXPOSURE ONLINE, TECH AND SALES TEAM LOWER MORAL
Why is the goal important to you?	IN THIS MARKET TODAY RELYING ON NEW CARS IN VERY HARD AND NOW RELYING ON PREOWNED SELLS IT HAS BECOME A MAJOR ASPECT OF THE DEALERSHIP
Potential Obstacles	PARTS AVAILABILTY, TECHS, TRANSPORTATION ,
Potential Solutions	PRE ORDER NORMAL MAINT PARTS ON AUCTIONS VEHICLES ASSIGN A THIRD USED CAR INTERNAL TECH SUB OUT TRANSPORTATION
<b>BOTTOM LINE!</b> Financial Impact of Achieving Your Goal (expressed in dollars)	GETTING THE PREOWNED VEHCILES ON A FASTER TURN SHOULD INCREASE MY GROSS NUMBER UP TO 68,000 MONTH AND IN VOLUME AN EXTRA 32 UNITS PER MONTH

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
PRE ORDER MAINT PARTS	GIVE THE PARTS DEPT A BUY SHEET OF UNITS FROM AUCTION	PARTS MANAGER, USED CAR MANAGER	PARTS BE MORE AVAILABLE WHEN UNIT GETS HERE	ASAP
ASSIGN A THIRD INTERNAL B TECH	USED FOR DOING THE BASIC UCI	SERVICE MANAGER GENERAL MANAGER	FREES UP TIME FOR A TECH TO DIAG ISSUES IF ANY ON THE VEHICLE	07/01-07/08

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HIRING A TRANSPORTATION COMPANY	COMPANY THAT OFFERS SHUTTLE DRIVERS AND LONG HAUL SINGLE PICKUPS	GENERAL MANAGER USED CAR MANAGER	SPEED UP TRANSPORT TIME INSTEAD OF WAITING ON CENTAL DISPATCH	07/01/07/08
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.

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.

WEEKLY DEPT HEAD MEETINGS WITH THIS BEING A NEW GAUGE ON PERFORMANCE

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

I have had a meeting with dept heads to give them my expectations of what I want and let them brainstorm on what they felt could fix our issues and we come up with a plan together.

Sponsor Signature: \_\_\_\_\_