

## ACTION PLAN 1

**S** Specific    **M** Measurable    **A** Achievable    **R** Relevant    **T** Time bound

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What is your goal? What do you want to achieve? From what metric? To what metric? By what date?

My goal is to increase used stocking levels to 150 vehicles with an average investment cost of \$35,000. Currently I have 115 vehicles with an average investment cost of \$39,624. I would like to have this done by July 31, 2022

**BOTTOM LINE: Benefits of Achieving Your Goal**

- 1 - Fresh inventory
- 2 - Lower investment cost
- 3 - Quicker and higher turn rate

**Consequences of Not Achieving Your Goal**

- 1 - More aged inventory
- 2 - More floor plan interest
- 3 - Slower and lower turn rate

When will you start? I have started July 1, 2022

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

I will use Vauto to gauge my progress. I will look at the different buckets for days in inventory, and average investments. I will also pay attention to the turn rate as well.

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

The people that can help me achieve my goal are the UCM and the acquisition specialist. We will utilize a tool called VinCue. This will help us with curb purchases such as KBB ICO, facebook market place, craigslist, autotrader and other 3 party and private party listings. The goal is to acquire more vehicles through private party and trades versus buying from different auctions.

#### Potential Challenges?

We are relying on software to help acquire vehicles. Making sure we have the correct people championing our vision and goals. Meaning are the correct people in the correct seats. Are they capable, willing and able to utilize the tools that are given to them to attain the desired results.

#### Potential Solutions?

Personnel changes might be a solution. More and better training might be a solution.