

ACTION PLAN

What will you do differently as a result of what you learned in this section?

I will TRAIN MY SALES MANAGER TO HAVE DAILY EFFECTIVE JUMP START MEETINGS, WITH LOT WALK.

What will be the benefits of making these changes? What will be the consequences if you don't do anything differently?

THE BENEFITS WILL INCLUDE, BETTER COMMUNICATION, INSPECTING WHAT WE EXPECT, TEAM AWARENESS AND SATISFACTION, MORE APPOINTMENTS, INCREASED KNOWLEDGE OF USED AND NEW INVENTORY. IF NOT DONE DAILY WE WILL MISS OPPORTUNITIES, LOOSE FOCUS, POOR PRODUCT KNOWLEDGE (USED) AND NOT BE CONNECTED WITH ONE ANOTHER WHICH LEADS TO POOR PERFORMANCE.

What obstacles might you encounter and how can you overcome them?

- TIME SCHEDULE OF SALES TEAM.
- CHANGE IS HARD FOR SOME
- MAKING THE PROCESS STICK -, REPEAT, REPEAT, REPEAT.....

Identify your first few steps and the people who can help you with them.

- I will LEAD BY EXAMPLE AND DO THE FIRST WEEK'S MEETINGS TO SET THE EXPECTATION,
- I will JOIN IN THE FOLLOWING WEEK TO ENCOURAGE THE TEAM.
- MEET WITH SALES MANAGER AFTER EACH MEETING FOR REFLECTION
- HAVE SALES ADMIN/RECEPTION AWARE OF OUR PLAN
- TO INCLUDE OUR DEIVERY SPECIALIST IN EACH JUMP START MEETINGS

Start Date: AUG 15/22

Completion Date: SEPT 30/22 → ONGOING