



HOMEWORK ACTION PLAN

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

Name <u>Rick Hackett</u>	Class #	<u>396</u>
Dealership <u>Manahawkin CDJR</u>	Date	<u>10/11/2022</u>

Current Situation or Challenge to be Addressed:	Turn around time on used car prep.		
Current Performance Level (include specific measure):	7-10 days currently to get get pdi, detailed abd back on lot		
Goal (what do you want to achieve?)	Get it down to 4 days		
Goal Performance Level (include specific measure)	3-4 days to get trade ins/purchases retail ready for sale		
Goal Start Date:	10/17/2022	Goal End Date:	11/17/2022
First Check-in Date:	10/21/2022	Performance Objective:	See 1 day improvement
Second Check-in Date:	10/28/2022	Performance Objective:	See 2 day improvement
Third Check-in Date:	11/4/2022	Performance Objective:	See 3 day improvement
Fourth Check-in Date:	10/11/2022	Performance Objective:	Be at 4 days turnaround..
How does your goal align with the dealers' vision?	Right in line.. quicker turnaround equals quicker sale = more profit		
What are the potential benefits of achieving your goal?	Quicker sales, more volume and profit		
What are the potential consequences if you don't achieve your goal?	Books drop, miss potential sales, miss monthly objectives		
Why is the goal important to you?	Efficient business model reflects well on my management skills		

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Potential Obstacles	Parts unavailable, employees out sick, lack of focus
Potential Solutions	Daily coversations, lot walks..ask questions
BOTTOM LINE! Financial Impact of Achieving Your Goal (expressed in dollars)	Quicker turnaround will lead to 2-3 more sales per week.. at \$5000 pvr that could lead to an extra \$40k to 60K 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
Task uc mgr -get turnaround to 4 dyas	Click or tap here to enter text.	Greg, used car tech	Shorten turnaround time on trades/purchases	10-17 to 11-17
Involve lot guys	Click or tap here to enter text.	Jake, alex, todd	Stay focused on moving cars to prep/detail/lot	Same as above
Inspect what you expect	Click or tap here to enter text.	Me, jon -desk mgr	Monitor and question status of cars	Daily/weekly
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.
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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.

Contant monitor of trades, always ask questions, perhaps spiff lot guys and techs when goal is hit

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

Click or tap here to enter text.

Sponsor Signature: _____