



# HOMWORK ACTION PLAN

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

Name Dylan Taylor Class # N395  
 Dealership Total Motors Date 9/26/2022

Current Situation or Challenge to be Addressed:	Sales meetings are too long and cluttered		
Current Performance Level (include specific measure):	As of today (9/26/2022) our sales meeting took 32 minutes		
Goal (what do you want to achieve?)	I would like to get it more streamlined and not have to talk about trades once a week in the meeting		
Goal Performance Level (include specific measure)	Get the meeting under 15 minutes		
Goal Start Date:	9/26/2022	Goal End Date:	10/10/2022
First Check-in Date:	10/3/2022	Performance Objective:	25 minute meeting
Second Check-in Date:	10/10/2022	Performance Objective:	15 minute meeting
Third Check-in Date:	Use Dropdown to enter a date.	Performance Objective:	Click or tap here to enter text.
Fourth Check-in Date:	Use Dropdown to enter a date.	Performance Objective:	Click or tap here to enter text.
How does your goal align with the dealers' vision?	Saving time and allow that time for more productive things		
What are the potential benefits of achieving your goal?	Spending less time in meetings and more time selling		
What are the potential consequences if you don't achieve your goal?	Could get out of hand and the tools not used for what they are intended for		

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Why is the goal important to you?	So we are not wasting time every week on the same stuff
Potential Obstacles	Not getting buy in from the older sales people
Potential Solutions	.Show them how this is beneficial to everyone not just management
<b>BOTTOM LINE!</b> Financial Impact of Achieving Your Goal (expressed in dollars)	Sell trades faster and be able to teach more in the meeting

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
Use GroupMe to post trades as they come in	A free app and a cellphone with a camera	Each sales person	Post trades and each salesperson can see from both stores in real time and not have to wait till the next Monday	Timed the first week and came up with 30 min. second week we still went over them but were already posting. Third week we were down to 15 minutes because we didn't have to go over the week priors trades.
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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.

Having the sales manager be in charge of posting them if the sales people do not. In return he will keep on them.

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

Eventually we will be able to use this app more with communication with snow days and announcements.

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