

## ACTION PLAN 1

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

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

My Goal is to increase our Sold unit count by 20 units monthly. I want to Achieve this in order to increase profitability. I will use Pre-Owned Vehicle Inventory Days Supply to start from then turn to a Pre-Owned Vehicle Calendar-Year Inventory Turn Metric

BOTTOM LINE: Benefits of Achieving Your Goal

Consequences of Not Achieving Your Goal

Profitability

Loss of Profit

When will you start? 10/01/2022

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

Reviewing our Daily Operation Control Daily Reviewing Used Car Inventories.

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

I will Lean heavily on my sales manager to help me with these goals. I have compltly Changed our dealerships footprint. Replacing our Inventory Managemnent tool with Vauto.Utilizing such a tool willl help us manage our Used car inventory much more effectivly. Understanding where the market is and where we should be in these vehicles. Helping us be more compitive online as well.

Potential Challenges?

Consistancy with further education and becoming comfortable with the change. This dealership and managers are so comfortable with all of the old systems that they willl have to embrace change and accept it.

Potential Solutions?

Having a managable inventory that turns quicker with more profitability.