

PARTS HOMEWORK – ACTION PLAN

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?
 Example: "I will decrease my 5K run time from 30 minutes to 21 minutes by June 15."

S M T

My goal is to have an organized and healthy inventory by returning obsolete parts and stocking necessary inventory to ensure every part is accounted for and has a location. Also to have more competitive prices with aftermarket parts to secure more oem sales. i wish to complete this task by the end of year 2022

How does this goal align with or support your dealer’s vision?
 What are the BENEFITS of achieving your goal? What are the CONSEQUENCES if you don’t?
 Why is this goal important to you?

R

an organized parts department will provide faster service for customers and service, benefits will include providing faster time for technicians to get their parts. parts advisors will spend less time looking for parts and a healthy inventory will stock more common parts with reported sales history. consequences will include possibilities of lost sales, decline service and lost technician hours. This goal is important to me to run the parts department more efficiently and secure more sales for the company.
 SMAT - Partseye is a great tool used to keep track of inventory. Every month run reports to see what parts are phasing out to be returned and what parts are being added and replenished to stock. check the aftermarket list prices to see the price difference between OEM and aftermarket, being competitive will have more customers to choose OEM parts

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How will you track your progress? Where will you find the information? How often will you check in?

S M A T

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Potential Obstacles?

A

Backorder parts, cheaper aftermarket parts, messy parts department

Potential Solutions?

A

Sourcing parts from another dealer, have competitive price to ensure sale, inventory counting services, daily bin checks

BOTTOM LINE! What is the financial impact (expressed in dollars) of achieving your goal?

S M R T

\$60,000

CONGRATULATIONS! You’ve accomplished your goal! You 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.

S A

Have daily reports tracking our sales and special orders and incoming stock orders. Have monthly meetings on improvements with staff