

HOMEWORK ACTION PLAN

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

BOTTOM LINE! Financial Impact of Achieving Your Goal (expressed in dollars)	22000. Gross profit additional per month = 274,500 per year additional gross profit
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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
Reduce the hard pack to 700	Accounting entry change	Karen	More front end gross	Started Nov.22 Check in Dec 22
Analyze inventory and cost to Market daily	VAUTO	Britton	Inventory priced competively	Started Nov 22 Check in with Britton weekly
Adjust prices of inventory to market daily	VAUTO MMR and blue book values	Britton	Correctly priced inventory	Started Nov 22 Check in Britton weekly
Change the hard pack to soft pack	Accounting entry	Karen Moon	Ability to purchase cars at competitive market prices	January 2023 Check in weekly with Britton
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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.

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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.

We have weekly managers meetings and have been addressing our recent changes and the outcome of them. We are working on having a written policy in place to hold us all accountable to these changes. The bottom line is the differences we see in the FST and I will be personally checking and seeing our progress monthly as well as quarterly to share our successes with the team.

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

Weekly manager meetings with the General manager, myself the used car manager and GSM

Sponsor Signature: 