

Steve Carter



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?

Our goal is to increase Used Car Volume from the store average of 95 units to 105 units per month by the end of the first quarter (March 31st 2023).

BOTTOM LINE: Benefits of Achieving Your Goal

Consequences of Not Achieving Your Goal

When will you start?

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