



# HOMWORK ACTION PLAN

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

Name Reginald Moore Class # #403  
 Dealership KIA COUNTRY OF SAVANNAH Date 1/21/2023

Current Situation or Challenge to be Addressed:	Not maximizing wholesale opportunity		
Current Performance Level (include specific measure):	Only using one auction.		
Goal (what do you want to achieve?)	Try a number of sources to maximize the opportunity.		
Goal Performance Level (include specific measure)	Increase Wholesale profit \$200 per unit		
Goal Start Date:	2/3/2023	Goal End Date:	8/4/2023
First Check-in Date:	2/17/2023	Performance Objective:	To get to break even
Second Check-in Date:	3/17/2023	Performance Objective:	To get to \$50 profit
Third Check-in Date:	4/14/2023	Performance Objective:	To get to \$100 profit
Fourth Check-in Date:	5/19/2023	Performance Objective:	To get to \$200 profit
How does your goal align with the dealers' vision?	The deal is aligned with my vision.		
What are the potential benefits of achieving your goal?	The benefit of this is to make the department more profitable.		
What are the potential consequences if you don't achieve your goal?	The consequences if this is not successful is the store not performing at the level it should, also less profits.		
Why is the goal important to you?	This goal is important because I pride myself and staff at performing at the highest level		

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Potential Obstacles	The potential Obstacles are the Used Car Director not exploring the other auctions.
Potential Solutions	The Solutions is to volunteer myself or salesmanager to attend ourselves.
BOTTOM LINE! Financial Impact of Achieving Your Goal (expressed in dollars)	Click or tap here to enter text.

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
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Click or tap here to enter text.				
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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.

[Click or tap here to enter text.](#)

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

[Click or tap here to enter text.](#)

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