



HOMEWORK ACTION PLAN

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

Name <u>Brian Noll</u>	Class #	<u>403-22</u>
Dealership <u>Apple Subaru</u>	Date	<u>1/31/2021</u>

Current Situation or Challenge to be Addressed:	Water % Aged Inventory		
Current Performance Level (include specific measure):	Current Water % 15.07% Inventory/ 9 units 61+ days.		
Goal (what do you want to achieve?)	Reduce Water% Zero Inventory above 60%		
Goal Performance Level (include specific measure)	Current Performance Level for Water is 15.07% Reduce % to 14% or under. 18% Over 61 days to 0%		
Goal Start Date:	3/1/2023	Goal End Date:	6/1/2023
First Check-in Date:	3/15/2023	Performance Objective:	14.90% Water/6 units over 61 days
Second Check-in Date:	4/1/2023	Performance Objective:	14.6% Water/4 units over 61 days
Third Check-in Date:	4/15/2023	Performance Objective:	14.3%/2 units over 61 days
Fourth Check-in Date:	6/1/2023	Performance Objective:	14.0%/ 0 units over 61 days
How does your goal align with the dealers' vision?	Dealer Vision for Water would be to have zero. Dealer Vision for aging units is 60 days.		
What are the potential benefits of achieving your goal?	Reduce negative Investment dollars. Increase Turn to 12		
What are the potential	Water dollars will not decrease.		

HOMEWORK ACTION PLAN

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

consequences if you don't achieve your goal?	Inventory levels over 61 days will not decrease.
Why is the goal important to you?	The goals that I have put in place are important to me because I am in charge of my inventory. And the decisions that I make can and will have a direct effect on the health of our used car department and it's profitability.
Potential Obstacles	Used car acquisition team buying cars for too much money creating a uphill battle from day one.
Potential Solutions	Price acquisition cars aggressively. Get not just these cars but all cars including trades in the right bucket.
BOTTOM LINE! Financial Impact of Achieving Your Goal (expressed in dollars)	Reducing 61+ investment dollars from 237,699

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 61+ days inventory 9 units to 0 by May 31st	V-Auto	Brian Noll	0 Units over 61 days	March 1st to May 31st. 3/15,4/1,4/15,6/1
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.

HOMEWORK ACTION PLAN

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

SPECIFIC ACTION/STEP	NECESSARY RESOURCE(S)	ACCOUNTABLE PERSON(S)	EXPECTED RESULT	START, END, & CHECKPOINT DATES
Click or tap here to enter text.				
Click or tap here to enter text.				

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.

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.

I will monitor progress for this three month period on the dates listed above and make any adjustments necessary to keep the goals on track

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

Conduct meetings every Monday with my GM to review progress for our goals.

Sponsor Signature: _____