



HOMWORK ACTION PLAN

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

Name Tony Czarnecki Class # N405
 Dealership Broadway Automotive Date 1/20/2022

Current Situation or Challenge to be Addressed:	We are currently managing Used Inventory based off the Calander. I would like to adopt the Invetory strategy of Market day supply.		
Current Performance Level (include specific measure):	We are currently at a 7.5 Turn rate. I would like to decrease our Month day supply of 2.5, and bring it down to 1.5. While increasing our turn rate to 10-11 Turns.		
Goal (what do you want to achieve?)	I would like to achieve a higher turn rate, will a lower inventory dollar amout.		
Goal Performance Level (include specific measure)	We will use our 2022 Data to measure against our gains in 2023.		
Goal Start Date:	1/1/2023	Goal End Date:	12/31/2023
First Check-in Date:	2/1/2023	Performance Objective:	Decrease our aged units get us inline with a 1.5 month supply.
Second Check-in Date:	3/1/2023	Performance Objective:	Verify we are infact a t 1.5 month supply, and also make sure we are following our Market day pricing strategy.
Third Check-in Date:	4/1/2023	Performance Objective:	I will be looking for progress in each area. If it is there we will continue. If it is not, we will analyze and tweak.
Fourth Check-in Date:	Use Dropdown to enter a date.	Performance Objective:	Click or tap here to enter text.
How does your goal align with the dealers' vision?	The dealer wants to be top ten in the state for market share. We need to increase turn in order to execute.		

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What are the potential benefits of achieving your goal?	We will achieve our goals. The profit will rise, and frozen capital will be cut in half.
What are the potential consequences if you don't achieve your goal?	We will be right where we are. In 2023 the market is correcting. If you have stale inventory you will take a huge bath.
Why is the goal important to you?	Click or tap here to enter text.
Potential Obstacles	Click or tap here to enter text.
Potential Solutions	.
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
Click or tap here to enter text.				
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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.

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: _____