

PARTS HOMEWORK – ACTION PLAN

How will you track your progress? Where will you find the information? How often will you check in?

Daily Disc. / Monthly Spreadsheets Templates
 Dept Meetings with Service & Parts Manager.

Potential Obstacles?

Potential Solutions?

CFO thinks
 45% is too high
 &
 Monitors my Parts
 MANAGER

Sit Down
 with Owner
 & CFO with
 Both MANAGERS
 & Share thoughts.

BOTTOM LINE! What is the financial impact (expressed in dollars) of achieving your goal?

17.771 IF Sales were ^{the} same AS 2022

CONGRATULATIONS! You've accomplished your goal! You 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.

Already set up the PROCESS & Price Matrix to Achieve
 this goal.

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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?
Example: "I will decrease my 5K run time from 30 minutes to 21 minutes by June 15."

Internal Gross Profit AT 45%

How does this goal align with or support your dealer's vision?
What are the BENEFITS of achieving your goal? What are the CONSEQUENCES if you don't?
Why is this goal important to you?

Bel

*Fixed ABSORPTION % will INCREASE.
In Line with NADA STANDARDS
LESS COMMISSION PAID on PRE OWNED SALES Comp.*

Cons

*INCREASED USED CAR COSTS.
But the used car department CAN
HANDLE it.*