

#### SMART ACTION GOAL FOR PARTS DEPT

1. Rethink our front counter layout
2. Get customer and sales feedback on what additional items we could offer in a more "boutique" type setting.
3. Reach out to other dealers around us to see what items they sell the most there at the counter.
4. We currently make roughly 2000 a month on items such as apparel, plate frames, key chains etc.
5. Build the counter slowly and work on increasing that 2000 a month to 3000 in the next 5 months.