

Parts Action Plan N-418

- **Specific:** Using the FS template (Performa) We will increase our opportunity by 2058.00 monthly by utilizing our parts pricing matrix. And implementing a Sales/Phone process. The 2058.00 divided 4 sales reps is only 400.00 a piece in total sales. By obtaining this it will increase total sales by 24,700.00 a month. And 220k a year.
 - **Measurable:** Working together, we will have daily meetings to build teamwork and track our progress. This will also spark a competitive work environment. Making coming to work fun.
 - **Attainable:** With small increments of gain our employees will not get frustrated and will be able see the immediate fruits of their labor.
 - **Relevant:** By utilizing the tools we have in place (I-Service) The ability to achieve this goal is not out of reach.
 - **Time-Based:** Starting April 3rd Monday at 9am Our new processes will be in effect. We will track our daily increases with individual reports. These reports will track all discounts and goodwill along with total sales. Our increase will be measured through out the rest of year ending Wednesday January the 31st.
-
- Diversify our inside and outside sales.
 - Written phone and sales process.
 - Increase the customer's experience.
 - Ask for the sale every time.
 - Deliver product whenever possible.
 - Overcome objections.
 - Deliver the right part, at the right time, Every Time!