



HOMEWORK ACTION PLAN

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

Name HUNTER VAUGHAN Class # N406

Dealership Maher chevy Date 3/1/2023

| | | | |
|---|---|------------------------|--|
| Current Situation or Challenge to be Addressed: | Lack of used car inventory | | |
| Current Performance Level (include specific measure): | Buying on average 10 cars a week from auction (inperson/online) outselling this ammount so inventory is declining. | | |
| Goal (what do you want to achieve?) | Double it buy 20 a week from online and inperson auctions (not including new car trades) | | |
| Goal Performance Level (include specific measure) | Buy 20 used cars/trucks/vans a week. | | |
| Goal Start Date: | 1/1/2023 | Goal End Date: | 5/31/2023 |
| First Check-in Date: | 2/1/2023 | Performance Objective: | Buying more than 10 on average a week. |
| Second Check-in Date: | 3/1/2023 | Performance Objective: | Buying more than 12 on average a week. |
| Third Check-in Date: | 4/1/2023 | Performance Objective: | Buying more than 15 on average a week. |
| Fourth Check-in Date: | 5/1/2023 | Performance Objective: | Buying 20 a week on average. |
| How does your goal align with the dealers' vision? | We want to sell in the 130s for used cars a month. We also havce a rental fleet we pull cars in and out of for service so we have to keep them fresh. | | |
| What are the potential benefits of achieving your goal? | We have more inventory to turn. We will also have more of a selection for customers. | | |
| What are the potential consequences if you don't achieve your goal? | Rental invntory will run low and might age. Used car invenotry will become low. | | |
| Why is the goal important to you? | I am now in used cars so I am a buying going to auctions and buying online. | | |



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| Potential Obstacles | Used car prices online and at auctions The lack of cars at auctions. |
| Potential Solutions | .na |
| BOTTOM LINE! Financial Impact of Achieving Your Goal (expressed in dollars) | We have old units in rental that we need to move out so I believe it will be a loss if we are able to move them out. We have let them age instead of turning them out of rental every 60-90 days. Loss untill we move all of the rental inventory out. |

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 |
|----------------------------------|----------------------------------|----------------------------------|---|----------------------------------|
| Sign up for more auctions | Online auctions ACV | Wholesale buyer | More focused on online buying and inperson than new car trades. | See previous goal dates. |
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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.

Have rules in place for aged inventory in rental. Have buying goals set up for our buyers.

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

Weekly meeting seeing what we need to buy and what is in our way.

Sponsor Signature: 