



HOMWORK ACTION PLAN

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

Name Chad Todd Class # N406
 Dealership PRESTON CDJR of Dover Date 3/29/2023

Current Situation or Challenge to be Addressed:	Our challenge is to get our trades from "traded" to front line ready in 3 days or less. Or in other terms 3 days to retail ready		
Current Performance Level (include specific measure):	Currently we are at 7 days to go from trade to front line ready on the lot ready to be sold and have 25 pictures online		
Goal (what do you want to achieve?)	We want to get our trades front line ready in 3 days or less		
Goal Performance Level (include specific measure)	Our measurement will be to trade a car and have it ready to sell in under 3 days including 25 pictures online advertising the vehicle , vehicle inspected and detailed		
Goal Start Date:	3/29/2023	Goal End Date:	4/30/2023
First Check-in Date:	4/10/2023	Performance Objective:	At this point we want to be at 6 days to retail ready
Second Check-in Date:	4/16/2023	Performance Objective:	At this point we want to be at 4 days to retail ready
Third Check-in Date:	4/23/2023	Performance Objective:	At this point we want to be 3.5 days to retail ready
Fourth Check-in Date:	4/30/2023	Performance Objective:	At this point we want to be at 3 days to retail ready
How does your goal align with the dealers' vision?	Our dealers vision is all about turn, in sales, service and parts and body shop. He understands that turning all inventory quickly is what will make us the most profitable, especially used vehicles due to the fact that they depreciate faster than anything else we have		
What are the potential benefits of achieving your goal?	Turn is very beneficial due to the fact that the faster we turn the more we can turn leading to more profits and more opportunities. Also used vehicles depreciate faster than anything we have so the faster we turn used cars the more beneficial it will be for us.		
What are the potential	Consequences will be that if we do not achieve our goal it will quite		

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consequences if you don't achieve your goal?	simply cost us money. If we can not turn used cars faster we can not sell them faster which will lead to decreased values, we understand that used cars do go down in value every single day. So every day they are not ready to sell it literally will cost us money
Why is the goal important to you?	This goal is important because our profitability is contingent on our ability to turn our used cars from trade ins to retail ready, every day we wait cars decrease in value and our ability to trade and sell and service more vehicles goes down, directly affecting our overall profitability
Potential Obstacles	Obstacles are many . parts delays, lack of employees in our detail department, lack of time for techs to complete used car inspections,
Potential Solutions	We are currently looking to hire two detail techs. We are setting up to be able to add a service tech and work a few different shifts to help aid in getting cars in and through the shop
BOTTOM LINE! Financial Impact of Achieving Your Goal (expressed in dollars)	If we can add 10 more used sales a month that is \$50,000 and eliminate 4 days wait time to sell our used cars we estimate that to increase our per unit by \$350 a car, so overall increasing \$10,500

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
Hiring 2 detail techs	We received 80 apps this week	Jeff Wood service mgr will interview and hire	Will have two new detail techs by 4-16	4-16
Adding a new service tech	We have 3 appts for interviews this week	Jeff wood will interview and hire	Will have a new service tech here working by 4-16	4-16
We will add an evening shift for uci's	We have 2 tech that will work late 3 nights a week and Saturday afternoons	Jeff wood will impliment the schedule and insure the appropriate work load / dispatch	Shedule will be running by 4-16	4-16

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SPECIFIC ACTION/STEP	NECESSARY RESOURCE(S)	ACCOUNTABLE PERSON(S)	EXPECTED RESULT	START, END, & CHECKPOINT DATES
Online pictures will go up in three days or less	We will have cars detailed even if they are not uci'd so pics can be taken	Brittany Hoster will manage all pictures and staging of vehicles	Cars will be online with 25 pics in 3 days	4-10
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.

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.

We will maintain due to the fact that we have hired new people to our team and it is our responsibility to insure they hae all they need to be productive and are able to take care of their families, once we commit to that we will not fail

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

We will meet every Monday as we already do but we will add used cars days to retail ready to the discussions we already measure and we will grade each area red yellow or green 3 days green 4 days yellow anything longer will be red

Sponsor Signature: _____