



HOMEWORK ACTION PLAN

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

Name Brian K Atwood Class # N406

Dealership Weimer Hyundai of Morgantown Date _____

Current Situation or Challenge to be Addressed:	Inventory Turn specifically from acquisition to ready for display lot/website presence		
Current Performance Level (include specific measure):	We are currently at 19 days from acquisition to ready for display lot/website presence		
Goal (what do you want to achieve?)	Goal is to decrease days from acquisition to ready for display lot/wesite presence from 19 days to 7 days.		
Goal Performance Level (include specific measure)	120 days to decrease from 19 days to lot ready to 7 days to lot ready.		
Goal Start Date:	June 1, 2023	Goal End Date:	September 30, 2023
First Check-in Date:	June 20, 2023	Performance Objective:	Days to Ready should be at 16 days or less.
Second Check-in Date:	July 14, 2023	Performance Objective:	Days to Ready should be at 13 days or less.
Third Check-in Date:	August 31, 2023	Performance Objective:	Days to Ready should be at 10 days or less.
Fourth Check-in Date:	September 29, 2023	Performance Objective:	Days to Ready should be at 7 days or less.
How does your goal align with the dealers' vision?	The goal is aligned directly with the dealers vision. The dealer is working to have all of his stores at 7 Day lot Ready by December 31,2023		
What are the potential benefits of achieving your goal?	Potential Benefits Increased PVR front and back, potential for more inventory turns, increase in trade in's, increase in service income.		
What are the potential consequences if you don't achieve your goal?	Consequences of not achieving our goal, aged inventory, loss of front end profit, floor plan expense.		
Why is the goal important to you?	I want the store to be ahead of what the dealer expects in days from acquisition to ready, I need the increase in sales and gross as well.		
Potential Obstacles	Lack of Technicians. Communication from Sales to Service Manager and then to Technician		



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Potential Solutions	Work with Service Team on scheduling reconditioning. Offer Incentives to get them done.
BOTTOM LINE! Financial Impact of Achieving Your Goal (expressed in dollars)	With the increase in units to Retail ready 2.7 times quicker we should increase sales at the same rate. Currently Average gross per unit is \$3,821 at 8 units a month. Increase to 21 units at \$3,821 equals a 13 Unit Increase and \$49,673 Gross Increase.

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
Sales Manager giving Service Unit	Spreadsheet Tracker	Sales Manager	Quicker Recon Turn	6/1/23, 7/20/23 8/31/23, 9/29/23
Scheduling Recon	CDK Scheduling	Service Advisor Service Manager	Prevent Back Log of Units for Recon	6/1/23, 7/20/23 8/31/23, 9/29/23
Recon Inspection	CDK Workbench	Technicians	Complete Estimate of Repairs.	6/1/23, 7/20/23 8/31/23, 9/29/23
Recon Repairs	Approved Estimate	Sales Manager, Service Advisor	Repairs made properly and quickly	6/1/23, 7/20/23 8/31/23, 9/29/23
Clean and Detail	Detail Department	Detail Department	Cleaned and detailed unit	6/1/23, 7/20/23 8/31/23, 9/29/23
Webiste Photos	Snaplot 360 App and Camera	Sales Manager	Unit properly displayed on lot and online.	6/1/23, 7/20/23 8/31/23, 9/29/23

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.

Will track all units from acquisition to lot ready and maintain a spreadsheet for results sharing in managers meetings.



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

Planning meeting June 1 2023 to review plan and explain procedure. Also provide timeline of tracking and end date.

Sponsor Signature: _____