

PARTS HOMEWORK – ACTION PLAN

M Measurable **A** Achievable **R** Relevant **T** Time bound

What is your goal? What do you want to achieve? From what metric? To what metric? By what date?
 Example: "I will decrease my 5K run time from 30 minutes to 21 minutes by June 15."

M T

① goal is to clear our parts obsolescence
 by end of summer 2023 (June 1-Aug 31).
3 months

How does this goal align with or support your dealer's vision?
 What are the BENEFITS of achieving your goal? What are the CONSEQUENCES if you don't?
 Why is this goal important to you?

R

① new parts manager who is looking
 to clean up dept. while making
 her mark on her new dept.

② benefits → clear inventory

③ consequences → obsolescence is
 currently 5.7% of
 total inventory
 if not
 achieved
 rate will
 continue to
 increase
 Panke wants less than
 2%.

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How will you track your progress? Where will you find the information? How often will you check in?

M A T

① Constant monitoring of Aged Inventory while increasing Smart Inventory decisions

Potential Obstacles?

A

Financial hurt to the team.
ethically smart decisions

Potential Solutions?

A

eBay sales for aged
Boutique items
Sales on small sizes.

BOTTOM LINE! What is the financial impact (expressed in dollars) of achieving your goal?

M R T

\$ 18,463 in obsolete items. mostly boutique

CONGRATULATIONS! You've accomplished your goal! You 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.

A

Smart decisions led by a new manager with a new vision.
Constant monitoring of aged items.