

# ACTION PLAN

Date: Q1 2023

Department: Parts

	Impact Area/Goal:	Specific Action(s):	Measurement Tool:	Action Owner:	By When:	SPS Impact	
30 Day Action Items	Action 1	Increase parts retail GP 35%	Hold parts advisors accountable for following matrix	MIS LM40105	TONY DUPREE	3/31/2023	\$1,000 more gross per month by moving from 31% to 35%
	Action 2	Reduce inventory supply to 55 days	reduce inventory by 185,000	MIS LM41020	Tony Dupree	4/30/2023	Reducing obsolescence and reducing inventory will reduce the amount of interest paid as well as obsolescence adjustments
90 Day Action	Action 3	mopar rewards rebate % from 2% to 4 %	Continue to grow the business. Increase retail, internal and backyard sales.	MIS LM41000	Tony Dupree	6/30/2023	Increase rebate reward from an average of 5k to 10k.

## TRENDING:

	Metric	Current month 1/31/2023	30 day 2/28/2023	60 Day 3/31/2023	90 Day 4/30/2023	120 days 5/31/2023
Action 1	MIS LM40105		0.00%	0.00%	0.00%	0.00%
	+/-		0.00%	0.00%	0.00%	0.00%
Action 2	MIS LM41020		0.00%	0.00%	0.00%	0.00%
	+/-		0.00%	0.00%	0.00%	0.00%
Action 3	MIS LM41000		\$-	\$-	\$-	\$-
	+/-		\$-	\$-	\$-	\$-

## Comments/Notes:

ACTION 1:

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ACTION 2:

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ACTION 3:

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