HOMEWORK ACTION PLAN

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

Name Winford Lee Class # 411-35

Dealership Hubert Vester Toyota Date 6/1/2023

Current Situation or Challenge to be Addressed:	xPre owned Reconditioning		
Current Performance Level (include specific measure):	PreOwned Reconditioning takes fluate from 6 to 8 Days at different times.		
Goal (what do you want to achieve?)	To reduce reconiditioning times to under 4 days on a consistence basis		
Goal Performance Level (include specific measure)	Click or tap here to enter text.		
Goal Start Date:	6/5/2023	Goal End Date:	8/31/2023
First Check-in Date:	6/19/2023	Performance Objective:	Wrritten Process that will allow for consistency
Second Check-in Date:	7/3/2023	Performance Objective:	Reduce Reconiditioning down to 6 days or less
Third Check-in Date:	7/17/2023	Performance Objective:	Reduce Reconditioning down to 5 days or less
Fourth Check-in Date:	7/31/2023	Performance Objective:	Re evaluate process to insure consistency and reconiditioning should be consistently under 5 days
How does your goal align with the dealers' vision?	This goal will help increase the "Power of the Turn" therefore increasing my GROI		
What are the potential benefits of achieving your goal?	Faster Turns, Much higher GROI, Fresher and cleaner Inventory, Increase in Used Car Sales. Which will all help inprove my Asorbtion for Used Vehicles		
What are the potential consequences if you don't achieve your goal?	Slower Turns, Profitability suffers, Aged Inventory, Used cars become a never ending money trap.		

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Why is the goal important to you?	The Goal will be the first step in achieving a lot of other goals. For example: Inventory Turn, GROI, Net Profit just to name a few
Potential Obstacles	Old Managers Old Systems no processess
Potential Solutions	New Systems and Processess in place and supported by ALL
BOTTOM LINE! Financial Impact of Achieving Your Goal (expressed in dollars)	By getting my reconditioning to less than 4 days will allow my to increase my turns to 12-14 days which would potentially generate another 2.1 million dollars in revenue, with a net profit of an additional $84000.00 to the bottom line.

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
Hold a used car meeting	NADA DATA	Fixed operations and Used Car Director	Complete Buy in from all Dept Heads	6/5/2023-6/5/2023
Develop a Specific Reconditioning Plan	NADA Data	Fixed, Used Car Director, Detail Manager, Sales Manager, Service Manager	Complete buy in from everyone in their departments	6/6/2023-6/12/2023 6/10/2023
Implentation of new Process	New process map in hand	Used Director	Smooth Transition from intake to lot	6/12/2023-6/19/2023 6/19/2023
Evaluate New Process	Internai Data	Used Director/ Fixed Ops/ Detail manager	Less than 6 days from intake to Lot	7/3/2023-7/17/2023
Evaluate New Process	Data that shows reconditioning is under 6 days	Used/Fixed/Detail	Less than 5 days	7/17/2023-7/31/2023
Celebrate the Win	Internal DATA showing our sucess	Used Car/Fixed/ Deatail managers	Less Than 4 Days	7/31/2003

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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.

Continous Improvement with evryone following the Written process. One way, One Process!!!

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

The Buy IN meeting as I call it went great. Everyone know what the end results looks likes. They are all onboard and ready to get to work.

Sponsor Signature: