

## ACTION PLAN 1

**S** Specific   **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?

To establish 2 new wholesale relationships by cold calling and/or visiting stand alone body shops, service facilities in the area. We are looking to establish these relationships in the next 30-45 days.

**BOTTOM LINE: Benefits of Achieving Your Goal**

- steady stream of profit  
- potential of additional relationships

**Consequences of Not Achieving Your Goal**

- hindered growth

When will you start? July 3rd

How will you gauge your progress? When? Using which metrics?

N/A

What specific actions will you take to achieve your goal? Who can help you?

Cold calling, visiting if necessary, Parts and service manager, anyone with a previous relationship.

Potential Challenges?

I don't see any challenges except for the effort it takes and will to make it work.

Potential Solutions?

N/A

The incentives this will help grow the department, which will bring in more profit for ALL!