

HOMEWORK – ACTION PLAN

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?
 Example: *"I will decrease my 5K run time from 30 minutes to 21 minutes by June 15, 2020."*

S M T

Set up a procedure to track lost sales by February 28, 2023

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

In line with the sales and buying groups..

Benefits

1. have the good inventory
2. Reduce emergency order
3. Increase revenues and gross margin

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

S M A T

Update every two weeks with buyer group

Potential Obstacles?

A

1. Missing follow up
2. Not a priority
3. inside and outside sales peapoles

Potential Solutions?

A

1. KPI every two weekes
2. KPI every week with parts manager
3. Subject to be discust every Monday with sales teams

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

S M R T

Sales increase of .5% which would give 400,000.00\$ in additional sales

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.

S A

Most important point at all Monday meething
New KPI