



HOMEWORK ACTION PLAN

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

Name Jimmy Vargas Class # 411

Dealership Paradise Chevrolet Cadillac Date 7/5/2023

Current Situation or Challenge to be Addressed:	Reduce recon time/Obtain used inventory from service drive/ create a Hard 60 day turn on used inventory		
Current Performance Level (include specific measure):	Current Recon time 10.5+ Days/ currently have no sytem-process to buy service vehicles/currently don't have a hard used inventory time		
Goal (what do you want to achieve?)	5 days or better in recon time not including detail/reduce buying at auctions and focus on purchasing cars from service drive using autohub service mining tool/start pricing used inventory at 25 days/30/40/50/60 day hard turn		
Goal Performance Level (include specific measure)	Click or tap here to enter text.		
Goal Start Date:	5/15/2023	Goal End Date:	7/31/2023
First Check-in Date:	6/1/2023	Performance Objective:	6.49 days
Second Check-in Date:	6/15/2023	Performance Objective:	6.0 Days
Third Check-in Date:	6/30/2023	Performance Objective:	4.12 Days
Fourth Check-in Date:	Use Dropdown to enter a date.	Performance Objective:	Click or tap here to enter text.
How does your goal align with the dealers' vision?	Click or tap here to enter text.		
What are the potential benefits of achieving your goal?	Benefits of lowering our recon time is getting the vehicle to market faster. We have shown/proven that we make the most gross if used vehicle is sold in first 30 days.		
What are the potential consequences if you don't achieve your goal?	If we don't achieve our goal time we will lose gross on vehicle and be forced to start discounting used inventory as it ages much faster if left in recon longer then goal times.		
Why is the goal important to you?	Goal is important to me because this is whats best for dealership performance. It helps me toward hitting my monthly unit goals of a 100 used sold. The faster we get cars to market/frontline we will maximize our gross and units sold.		
Potential Obstacles	Potential obstacle is getting the Sales dept and the service dept on the same page. Getting		



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	service director involved on Monday trade walks will be a huge benefit not to just sales dept but service dept.
Potential Solutions	GSM/Service director need to work together get better at communicating but helping each other hit each others goal. These 2 depts can strive if theyre both pushing in the same direction.
BOTTOM LINE! Financial Impact of Achieving Your Goal (expressed in dollars)	We sell an avg of 80 used per month. If we increase our production and sell the extra 20 we will make another \$102k more in gross per month.

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
Get service director to meet sales mgmt team every Monday morning to do a trade walk	Positive communication with service director and recon dept.	New/Used/GSM/Service Director	If this can happen every week consistently we will get more vehicles thorough our recon dept and lower our days in recon.	Start 6/15 6/30, 7/15 End 7/31
Activate autohub service mining tool	Create a process to work this daily and to assign employees	Used car mgr/GSM/service director/BDC Rep	Obtain used vehicles from our service drive	Start 6/15 6/30, 7/15 End 7/31
Create a updated pricing matrix for certain days used vehicles in stock.	Get with vauto rep to setup different pricing buckets	Vauto rep/used car mgrs/GSM	By following this new process we will make more profit and turn our inventory much faster.	Start 6/15 6/30, 7/15 End 7/31
Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.	Click or tap here to enter text.
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enter text.				
Click or tap here to enter text.				

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.

Click or tap here to enter text.

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

Click or tap here to enter text.

Sponsor Signature: _____

