

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?

My goal is to increase used car process and efficiency, while decreasing the time to line, which will turn our used car inventory more. Our current process can be improved by holding advisors and techs accountable for in-service time. This plan will be a 90-day plan and can be improved/impacted within 30 days.

BOTTOM LINE: Benefits of Achieving Your Goal

Consequences of Not Achieving Your Goal

- More used inventory turns
- Higher gross annually

- Net loss for used
- Less turns
- Less F+I opportunity
- Increased frozen capital.

When will you start? *Already started*

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

Checking the financial statement + tracking weekly sales, through updated forecasts and projections.

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

- Incentivize service for shorter time to line by variable labor rate
- Track progress using Rapid Recon
- Participate in auction purchase to supply correct inventory

Potential Challenges?

- Acquisition of quality inventory
- Change with employees

Potential Solutions?

- Plans and accountability for staff that is involved.