



HOMEWORK ACTION PLAN

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

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Dealership <u>LEXUS DOWNTOWN</u>	Date <u>8/23/2023</u>

Current Situation or Challenge to be Addressed:	Merchandising		
Current Performance Level (include specific measure):	It takes on average 10 days to have a car ready in the showroom		
Goal (what do you want to achieve?):	To have better and quicker merchandising		
Goal Performance Level (include specific measure)	To have every car detailed, safety showroom condition within 72h		
Goal Start Date:	9/1/2023	Goal End Date:	11/1/2023
First Check-in Date:	9/8/2023	Performance Objective:	Detailing
Second Check-in Date:	9/22/2023	Performance Objective:	Technician for safety
Third Check-in Date:	10/6/2023	Performance Objective:	Pictures
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?	My goal is 100% aligned with the dealer vision		
What are the potential benefits of achieving your goal?	Better turn inventory, better bottom line		
What are the potential consequences if you don't achieve your goal?	Longer to get the cars ready means less turn of inventory; less gross		
Why is the goal	Because it will prevent our inventory from going bad and allows us to sell		

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important to you?	more cars
Potential Obstacles	Service department
Potential Solutions	Hiring internal adviser, more techs and detailer, in-house picture booth
BOTTOM LINE! Financial Impact of Achieving Your Goal (expressed in dollars)	Our average used car cost is \$36050. We move about 40 units every month. By reducing from 10 days to 72 hours we will be able to keep more profit and our goods wont turn bad. In average our product value drops 1.5% every week that means $36050 \times 1.5\% \times 40 = \21630 of gross our vehicle selling portion is 48% so after expense this will help our bottom line by \$11247.60.

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
Car gets to service department	Driver	Support staff	Within the first hour the car gets checked in	Same day1
Open work order	Computer	Internal adviser	Car gets to tech ASAP	Same day1
Technician safety the vehicle	Bay, tech, parts	technician	Safety	Next day2
details	Wash bay/chemicals	Detailer	Car gets detailed and showroom condition	Same day2
Taking picture	Photographer, camera	photographer	Take a professional picture	Next day3
Click or tap here to enter text.	Click or tap here to enter text.			
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to enter text.	to enter text.	to enter text.	to enter text.	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.

Once we fix the situation I really believe one of the ways to control behaviors are payplans. We will have bonuses on reaching goals and if they fall behind they will get penalized. Our managers will be the peoples in charge.

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

We will have meetings with all parties at first and moving forward for the first month every 3 days. We will have a meeting for the first 30 days and on the 2nd month every Saturday to go over the whole week.

Sponsor Signature: _____