



HOMEWORK ACTION PLAN

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

Name <u>Robert Hanna</u>	Class #	<u>415</u>
Dealership <u>Clawson Honda of Fresno</u>	Date	<u>7/25/2023</u>

Current Situation or Challenge to be Addressed:	Days to complete in Recon		
Current Performance Level (include specific measure):	9 days to complete		
Goal (what do you want to achieve?):	5 Days to complete		
Goal Performance Level (include specific measure)	Click or tap here to enter text.		
Goal Start Date:	8/1/2023	Goal End Date:	10/31/2023
First Check-in Date:	8/15/2023	Performance Objective:	8.5 days
Second Check-in Date:	8/31/2023	Performance Objective:	8 days
Third Check-in Date:	9/15/2023	Performance Objective:	6 days
Fourth Check-in Date:	10/31/2023	Performance Objective:	5 days
How does your goal align with the dealers' vision?	Absolutely Fantastic, Ultimate Dealers Goal is 72 hours.		
What are the potential benefits of achieving your goal?	Increased Turn on used vehicles. Less Days supply and less of a change in the market value.		
What are the potential consequences if you don't achieve your goal?	Higher chance of book change. Higher days supply since the Gold vehicles are not hitting the line fast enough.		
Why is the goal important to you?	Any measurable goal that has a set guide is important to me. I always strive to be the best. Recon under 72 hours is one of the biggest		

HOMEWORK ACTION PLAN

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

	struggles for most dealerships.
Potential Obstacles	Bodywork, Engine Lights and purchasing rougher vehicles
Potential Solutions	Making sure the used car managers know to purchase the cleaner units with less of the potential obstacles.
BOTTOM LINE! Financial Impact of Achieving Your Goal (expressed in dollars)	Just by purchasing cleaner units and saving on average of \$1,000 of body work will be the potential to add an additional \$102,000 to my dealer. This does not take in effect the market change and getting the cars on the front line quicker to ensure the Gold Cars sell quickly.

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
Proactively inspect vehicles when they arrive	Loopmein	Recon Advisor	Setting up repairs/body shop/tires	08/15/23
Seek other shops to speed up the process		Assistant Manager	More options to send vehicles to	8/15/23
Adding a Technician	CDK / Shop Potential	Service Manager	Opening up the stall to flag more hour in recon	8/31/23
Purchasing more trade ins and off street purchases	Advertising	Used Car Manager	Purchasing Local cleaner vehicles	9/31/23
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.
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.

HOMEWORK ACTION PLAN

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

SPECIFIC ACTION/STEP	NECESSARY RESOURCE(S)	ACCOUNTABLE PERSON(S)	EXPECTED RESULT	START, END, & CHECKPOINT DATES
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.

By tracking days supply, recon days to complete.

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

There will be a meeting with the entire recon department and used car manager. We will go over the idea's and hear an objectives first. We will go over the action plan and set dates for meet our goals.

Sponsor Signature: _____