

### 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?

To reduce the total Department YTD expenses by 5% from \$609,383 to \$578,914 by 7-31-24 by buying "fast moving" parts in bulk.

BOTTOM LINE: Benefits of Achieving Your Goal

Consequences of Not Achieving Your Goal

More Dept gross and net profit.

The bulk parts sitting on the shelves.

Buy known fast moving parts in bulk (filters, wipers, pads, rotors) to save on cost per item, while still charging the normal price for these items.

Less dept gross and net profit.

When will you start? Immediately: have 10 months to obtain goal.

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

Over the next 10 months, we have to average \$3,046.00 in savings. We will look at the Proforma calculation, profit centering and the break even analysis charts to track our numbers weekly.