

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?

CHRIS-40 USED \$2400/ ZERO 90 DAY UNITS, 30 INTERNET SALES, CHAD 78% GP 150K, DEVELOP TIFFANY WARRANTY ROLE/, TYLER 25 VSC & 9 GAP, DEVELOP KRUIZ 1K PVR/, DAVID 24 NEW, SOCIAL AD'S WITH ABBIE ON 4 CORE SEGMENTS/ DENISE PATIENCE/ TOLERANCE FOR TEAMMATES, RAY- MKTIN AWARENESS & TEAM ED/ MICHAEL 40% GP 152K AVERAGE DEVELOP COUNTER GUYS

BOTTOM LINE: Benefits of Achieving Your Goal

Consequences of Not Achieving Your Goal

HEALTHY & PROFITABLE STORE

LESS PROFITABLE AND NEED TO REEVALUATE GOALS.

JAN 1 2022

When will you start?

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

WE DO GAUGE WITH WEEKLY MANAGMENT MEETINGS ON FRIDAY MORNING AT 8:30 A.M, VARIBALE AND FIXED ALSO HAVE DAILY MEETINGS TO EVALUATE GOALS. COMPELTE BY DEC 31ST 2023, THE METRICS/GOALS ARE MEASURED ON AND BY THE STATEMENT.

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

1)HELP KRUZ GET TO 1,000 PVR. CURRENTLY AT 700. WILL WORK ON MAXING 300% RULE (100% OF PRODUCT, 100% OF CUSTOMERS, 100% OF TIME). ACCOUNTIBLY WILL COME WITH WEEKLY AUDITS OF DEALS AND COACHING TO THE GOAL. BY PRESENTING WITH THE 300% RULE, I BELIVE THAT WILL GET US TO 1K PER COPY. CHRIS (USED CAR MANAGER) IS HELPING ME BY PROVIDING FEEDBACK WHILE WITH LISTENING TO KRUZ'S PITCH SINCE THEIR OFFICES ARE CONNECTED.

2)DEVELOP A UNDERSTANING OF EACH DEPARTMENT STARTING WITH FIXED. NEXT TWO CLASSES START WITH FIXED, WHICH I HAVE NO EXPERIANCE. MICHAEL AND CHAD WILL HELP ME DEVELOP OF THE NEXT 5 MONTHS IN FIXED. I WILL LEARN WHAT TO MEASURE OVER THE NEXT FEW MONTHS. BYJANUARY 31ST 2024, I WILL MAKE FIXED GOALS POST MY EDUCATION.

Potential Challenges?

TIME MANAGEMENT AND ALIGMENT/ACCOUNTABILLITY OF GOALS WITH TEAM.

Potential Solutions?

REMIND MYSELF TO FOCUS ON GOALS AND DISTRUBTE TASK OUTSIDE OF MY IMMEDIATE GOALS TO OTHER TEAM MEMBERS WITHOUT CONFLICT.