NADA ACADEMY

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?

I want to lower our 7-12 month and over 12 month inventorys from its current value of $105,563 to $52700 by 12/31/2023.

BOTTOM LINE: Benefits of Achieving Your Goal

Having a more balanced inventory will allow us to invest into more faster moving inventory which will allow us to be more profitable, have better results and increase CSI.

Consequences of Not Achieving Your Goal

We will continue to struggle with having correct inventory levels and will not be able to turn them as fast.

When will you start? Immediately

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

We will use our Parts Manager DMS summary report track our progress. We will do this weekly and monthly.

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

I will work with our parts manager and parts department staff locating all aged parts and verify that those parts are in stock. After that we will create master list and place them through out the parts department. We will use EBAY and FB Marketplace to help move out aged inventory. We will also look and see what we can donate to local schools. We will get agressive with our dealer to dealer network as well.

Potential Challenges?	Potential Solutions?
Locating all aged inventory and making sure its here and in inventory	Do a manual inventory.

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