

PROFIT CENTERING/EXPENSES ACTION PLAN

We looked at our financial statement for the last month and we only generated \$2000 in profit. We currently have 2 parts counter people and a parts manager. One of our counter people just interviewed with another dealership. Our plan is to let him go as we do not need 2 counter people at this time. Business seems to be slowing down as we enter fall. This would eliminate \$60,000 in yearly expense. We hope he gives notice within the next 2 weeks. If not, we will let him know we are downsizing. We will only have one counter person starting next month. In addition, we will continue to generate more business and only hire another counter person when we have generated enough new business to support a new counter person.