

The 7 Principles of High Performance Dealerships

Rate yourself on each principle using a scale of 1 to 10 with 1 being low and 10 being perfect. If you score yourself as a 6 or less on any principle, then write out one thing you or your team could do next week that would allow yourself to have a higher score.

#1 – Stop the bleeding

We feel comfortable with our cash flow position _____

#2- Generate instant income

We are taking advantages of all the different avenues available to generate more income without adding additional expenses. _____

#3 – Build the culture

We are encouraging our employees to grow both personally and professionally. _____

#4 – Define and refine your processes.

We have good processes in place in all departments and are working to improve on them.

#5- Create a plan

We have a written plan on where we want our dealership to be in the next 5 years. _____

#6 – Incorporate the people

We have the right people in place and have empowered them to achieve our goals. _____

#7 – Measure, monitor and adjust

We are looking at all departments and making adjustments on a regular basis. _____

Have a question or need additional assistance?
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