

Francis Loiacono

Today's Date: 7/23/18 Target Date: 8/1/18 Start Date:

Date Achieved: _____
Used Car April
Department Month

SMART GOAL

Specific: *What exactly will you accomplish?*

KPI is 6%. KPI will be 12%

Get the used car department GP as a % of Net Sales to guide of 12%. Along with a 12 year turn.

Measurable: *What reports / calculations will you use to measure your results?*

Reports will be the financial statements on a monthly/weekly basis to measure the results.

Achievable: *Is achieving this goal realistic with effort and commitment? Have you got the resources to do them?*

The goal is very realistic, changing some processes around to better achieve that goal.

Relevant: *Why is this goal significant to your dealership operations? To You?*

The goal is significant because it will help facilitate in all the other departments as well and turn the store a leader in our group.

Timely: *You answered "what" under specific. Now tell us BY WHEN.*

We will be reaching this goal by the end of the summer.

Take Action!

Potential Obstacles

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Who are the people you will ask to help you?

Specific Action Steps: *Break down your BIG goal into smaller, intermediate goals. What are those steps?*

What?

Expected Completion

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Other Information / Comments:

Print Name

Manager Signature

7/1/18

Composite Page

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achieve this goal? If not, how will you get

e into

Potential Solutions

is?

Completed

Date

Class Number