

8/1/2018

Place your Title Here

Sales Manager

Today's Date:

~~8/1/2018~~

Target Date:

8/10

Start Date:

8/1/2018

Date Achieved:

8/10

USED
Department

August
Month

B
Composite Page

6
Column

1?
Line

SMART GOAL

Specific: What exactly will you accomplish KPI is 103. KPI will be 109.

My goal is to speed up the recond. timing process to hit 150 used in August and meet my proforma of averaging 109 used cars a month.

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

We have a reconditioning shared doc to monitor recon speed and I can use our goal sheet or at the end of the month the financial statement to measure sales.

Achievable: Is achieving this goal realistic with effort and commitment? Have you got the resources to achieve this goal? If not, how will you get them?

Yes, this is achievable. We just added a used car tech which should enable us to get there.

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

This is significant to my dealership's operations because we need a strong used car operation to offset the new car losses. This is significant to me because I'm in charge of the sales department.

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

I would like to speed up the process ~~immediately~~ immediately and hit 150 by the end of August.

Take Action!