

DAVID ANDERSON 342-07

Today's Date: 9/28/18 Target Date: 3/1/18 Start Date: 10/1/18

Date Achieved: _____ **Total** **Aug** **D**
Department Month Composite Page

SMART GOAL

Specific: *What exactly will you accomplish?* KPI is 71.75%. KPI will be 87. 80%

I WOULD LIKE TO GET TOTAL DEALERSHIP ABSOPTION TO 80% BOC is 87.43% YTD

THAT WOULD BE A 9.25% INCREASE OVER 5 MONTHS.

Getting to BOC in that short period of time would be difficult so I decided to start with moving the needle in the to 80% Absorption.

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

I will be using my factory statement and the composite to measure the results.

I will also use the Fixed Absorption calculation to check where we are for that but also the Total Absorption calcu

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

I believe this goal is realistic. I will need the help of everyone in the dealership to get it done but I do believe we I have the reasorces that I need if I find something out that I don't have that I need I can always ask my GM or tl department that it is pretaining to.

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

TO MAXIMIZE OUR NET PROFIT WE NEED TO MAKE SURE THAT EACH DEPARTMENT IS DOING T WE ARE BELOW THE GROUP AVERAGE AND WOULD LIKE TO BE ABOVE THAT AND AT BOC.

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

THIS WILL BE COMPLETED BY MARCH 1ST 2019.

Take Action!

Potential Obstacles

Going into the slower months
The needle may not move as quick as I plan
Push back from managers
Lack of experiece.

Potential Solut

Adjust expenses to counter lower sa
Stay on top of the managers and watch everything
Convive/prove that it will help their poc
Ask for help from GM and others th
much more experice then me.

Who are the people you will ask to help you?

Each of the department heads will be needed to fix the expenses and increase our gross to allow us to reach our

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

What?

Expected Completion

<i>Increase used front end GP to \$1250 puvr</i>	12/31/2018
<i>Increase parts internal GP to guide of 41%</i>	10/31/2018
<i>Look into expenses</i>	
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Other Information / Comments:

David Anderson

Print Name

David Anderson

Manager Signature

10/1/2018

Date

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Completed
