

Place your Title Here

Today's Date: 11/1/18 1/1/19 Start Date: 11/1/18

Date Achieved: _____ Parts September P39
Department Month Composite Page

SMART GOAL

Specific: *What exactly will you accomplish?* KPI is 31. KPI will be _____. 38

We will move the parts gross profit return on sales from 31% to 38% (guide).

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

We will use the Statements for the following months or the composite tool to check progress.

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

The goal is achievable by increasing the internal markup to 41% and talk to the counter men about Discounts.

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

This goal will increase the bottom line in the entire fixed ops side of the store because of the parts transfer.

It is important to me to show that I can effect change of the bottom line by getting the team to watch and change behaviors.

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

This change will be done by January of 2019. The new year will be a new benchmark for the return on sales percentage.

Take Action!

Potential Obstacles	Potential Solution
Used Car Department	Show how little of an impact part m
	has on the overall gross profit of a d
Counter Men	Show that a small discount does not
	part. Having that part in stock and l
	the knowledge about the part sells it

Who are the people you will ask to help you?

Parts manager, counter sales, and used car manager.

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

What?	Expected Completion
<i>move internal mark-up</i>	12/1/2018
<i>Reduce discounts</i>	11/15/2018

Other Information / Comments:

Jeremy McFarland N342

Print Name

Jeremy McFarland

11/1/2018

Manager Signature

Date

this goal? If not, how will you

ions

arkup _____

deal. _____

sell a _____

aving _____

Completed

Class Number