

## Place your Title Here

Today's Date: 12/5/18 Target Date: 8/1/19 Start Date: 10/1/18

Date Achieved: \_\_\_\_\_  
Used Vehicle October 21A  
*Department* *Month* *Composite Page*

### SMART GOAL

**Specific:** *What exactly will you accomplish?*

KPI is \_\_\_\_\_. KPI will be \_\_\_\_\_.

10/1/2018

Goal 08/05/2019

Total YTD Avg Gross = \$ 192,675

Total YTD avg Gross = \$ 315,000

YTD AVG per unit = \$ 2,207

YTD AVG per unit = \$2,507

Avg Units = 87

Avg Units = 150

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

Pre-Owned Calendar-Year Inventory Turns : 10/01 = 4 Goal 08/01 = 12

Pre-Owned Department Gross Profit Return : 10/01 = 6.1% Goal 08/01 = 12%

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

We had a Pre-Owned days' supply of 87, we should be at 150 retail used sales based on our inventory.

Our process of getting used inventory through service is very slow due to an understaffed service dpt.

We hired 4 additional technicians and we have adjusted service schedule to correct the issue. Our

group has acquired 17 acres next to our current location to meet the growing demand of our location.

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

It will impact our total dealership gross dramatically both in sales , service and parts. It will bring all departments to notable improvements in efficiency and profit.

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

This will be accomplished by August 2019.

**Take Action!**

<b>Potential Obstacles</b>	<b>Potential Solut</b>
Lack of technicians	Hiring of new techs already in motic
Location space	Extra land already acquired
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

**Who are the people you will ask to help you?**

Thomas Borah , Steve Wepryk , David Spencer and David Mancenilli

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

<b>What?</b>	<b>Expected Completion</b>
<i>Additional Technicians</i>	12/1/2018
<i>Additional available space</i>	11/1/2018
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

**Other Information / Comments:**

John Roa

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Print Name

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Manager Signature

12/5/2018

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Date

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**4**

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*this goal? If not, how will you*

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**Completed**

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yes \_\_\_\_\_  
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