

Glen Toyota Pre-owned Turn Rate focus - Rob Daland

Today's Date: 12/15/18 Target Date: 4/1/19 Start Date: 1/1/19

Date Achieved: _____ **Used Cars** **Sep** **6**
Department Month Composite Page

SMART GOAL

Specific: *What exactly will you accomplish?* *improve turns per year and eventually to 12 per year*
currently at a 2.51 months supply too high

Increase Sales

60 day age process

faster recon

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

pg 6 composite

inventory analysis reports

vauto utilization for maximum effectiveness

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

1st step get to 2 months then 1.5 then 1

wholesale and better exit strategy

train managers to better utilize vauto

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

will unfreeze capital

make more gross

fresher inventory

less aged units

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

1st reduction to be greater than .5 by 4/1/19

implement process with Vauto integration 1/1/19

Take Action!

Potential Obstacles	Potential Solution
not authorized to sell at large loss	show what true cost/loss will be in t
buy in	meetings and training
wrong inventory mix	Vauto and training on Vauto

Who are the people you will ask to help you?

Used Car Manager and all of the Sales, BDC and F&I Managers as well as the Service manager

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

What?	Expected Completion
<i>perfect Vauto use by Management team</i>	1/31/2019
<i>assess any issues with each unit</i>	1/20/2019
<i>exit strategy on each car</i>	1/31/2019
<i>review recon process with Svc</i>	1/15/2019
<i>units booked properly</i>	1/15/2019
<i>inventory rotated weekly</i>	1/4/2019
<i>review pricing strategy</i>	1/15/2019

Other Information / Comments:

*need to meet with owner and review the Auction values of severly aged and have separate exit strategy
faster decisions on wholesale/retail
stock right loaner vehicles for future pre-owned*

Print Name

Manager Signature

Date

8

Column

2

Line

his goal? If not, how will you get

ions

he future

Completed

1/4/2019

Class Number