

Place your Title Here

Today's Date: Aug 2018 Target Date: Oct 2018 Start Date: August 18

Date Achieved: Dec 2018 Department: SALES USED Month: _____ Composite Page: _____ Column: _____ Line: _____

SMART GOAL

Specific: What exactly will you accomplish? KPI is 41.7% KPI will be 35%.

THE GOAL IS TO BRING OUR AGED INVENTORY DOWN

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

WE WILL USE THE COMPOSITE TO MEASURE THIS MONTHLY.

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?

IT IS ACHIEVABLE WITH PRUNING CHANGES AND WEEKLY REVIEWS OF THE USED INVENTORY, DECIDING WHAT NEEDS TO BE WHOLESALD ETC

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

AT THIS POINT WE ARENT MAKING MONEY IN THE USED DEPARTMENT I BELIEVE IF WE HAVE THE RIGHT INVENTORY AND IT ISN'T AGED WE CAN GET MORE TURNS OUT OF IT.

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

THE GOAL IS BY THE END OF NOVEMBER, BUT OCTOBER AND TO MAINTAIN THIS CONTINUOUSLY

Take Action!

Potential Obstacles

- LOSS AND WANTS
- FINDING CHASTERS.
- SALES MANAGER NOT AGREEING.

Potential Solutions

- FINDING THE RIGHT BUYER
- CONTACTING SISTER DEARSHIB
- EXPLAINING THAT ITURNS ARE MORE IMPORTANT AT THIS TIME, DATED INVENTORY IS COSTING US MONEY.

Who are the people you will ask to help you?

I WILL BE INVOLVING MY SALES MANAGER IN THIS PROCESS.

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

What?

- REVIEW USED AND WEEKLY QUOTES FROM WILSTERS ADJUST PRICING REPLACE WITH NEW STOCK

- AUCTION
- TRADES
- WILSTERS

Expected Completion

- OCT 18
- SEPT 18
- SEPT 18.
- ONBOARD.

Completed

- ONBOARD
- ✓
- ✓
- ONBOARD.

Other Information / Comments:

37.25% OOR 31/18.

MICHAEL SOLLY

Print Name

Michael Solly

Manager Signature

Sept 7/18

Date

342

Class Number