Place your Title Here

Today's Date: **1/21/19**   Target Date: **6/30/19**   Start Date: **1/1/19**

Date Achieved: _____   **F&I**   **November**   **10**

<u>SMART GOAL</u>

Specific: *What exactly will you accomplish?*   *KPI is 794. KPI will be 1,000.*
Through November 2018 we are at $794 PNVR for Finance Income in the New Vehicle Dept. The goal is to
increase it to $1,000 by 6/30/19. We are going to increase our numbers by consistently using the desking
tool, installing Darwin menu tool, and by having consistent weekly meetings with our Finance Director
and sales Managers to

Measurable: *What reports / calculations will you use to measure your results?*
We are going to use Reverse Risk finance Summary to measure results. We will also use the June composite
to measure final F&I PNVR.

Achievable: *Is achieving this goal realistic with effort and commitment? Have you got the resources to achieve
get them?*
Yes, this is completely achievable. We need to get the Sales managers to begin using the desking tool on
every deal. Once Darwin is installed we will need to ensure that the F&I mgrs. are using it as intended by
engaging with the customer early and consistently presenting every product.

Relevant: *Why is this goal significant to your dealership operations? To You?*
F&I PNVR is one of biggest controllable items with the most profit impact to our dealership. With
continued pressure on front-end margin it becomes ever more important.

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

I plan to be at $1,000 F&I PNVR for the June 2019 monthly statement. This will
be for the month of June, not YTD.

Take Action!

Potential Obstacles   **Potential Solut**

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Who are the people you will ask to help you?

_____

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

What?   **Expected Completion**

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Other Information / Comments:

_____

Print Name

_____   _____

Manager Signature   Date

2	**B**
Column	*Line*

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this goal? If not, how will you

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Completed

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Class Number