My 90 Day Goal

Today's 1/21/19 Target Date: 4/30/19 Start Date: 2/1/19

Date Achieved: _____

Department	Month	Composite Page	Column
Parts		6	11

SMART GOAL

Specific: *What exactly will you accomplish?* *KPI is* ___2.02___. *KPI will be* ___1.5_____.

I want to get my Parts Inventory Days' Supply down to 45 days.
and using December's we're at 66 days.

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

I'll be looking at the statement to see where we're at. Weekly, I'll ask my Part's manager for an update of what we have in inventory and what we're pacing in sales and gross. That'll give me an idea of what our days supply is at.

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

Yes. I think we forget about our Part's inventory. We have reports that shows what we have in inventory, aged inventory and what we can send back to the factory.

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

It's important that we have the right parts to free up cash and space. It's significant to me because Part's is still new to me and it's something that I haven't really looked at. Also, in our composite, my store is at the bottom of the group and I hate to lose.

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

I think we can achieve this within 90 days. Start looking closer to this in February and by the end of April I would like us to hit that target.

Take Action!

Potential Obstacles	Potential Solutions
More TDIs - More Parts	Faster through the shop and sell them faster
Can only send back so much to the factory	Find ways to sell them, Craigslist, Ebay, etc.
Get everyone to buy in - intensity and urgency	motivate them, give spiffs and bonuses

Who are the people you will ask to help you?

Part's Manager, Service Manager, Sales Manager, Parts Counter

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

What?	Expected Completion	Completed
Meet with the Parts and Service Manager	1/25/2019	
Meet with Sales Managers	1/25/2019	
Physical Inventory is sheduled in Feb.	2/1/2019	
Give Part's manager inventory calculation sheet	1/25/2019	
sheet to track where he's at monthly	Monthly	
Get to 58 days by end of February	2/28/2019	
Get to 53 days by end of March	3/31/2019	

Other Information / Comments:

Says Louangphakdy

Print Name

Manager Signature

1/21/2019

Date