

## Place your Title Here

Today's Date: 4/2/19 Target Date: 7/2/19 Start Date: ASAP

Date Achieved: \_\_\_\_\_ Used Car Dept Feb  
Department Month Composite Page

### SMART GOAL

**Specific:** *What exactly will you accomplish?* KPI is \_\_\_\_\_. KPI will be \_\_\_\_\_.

**Primary goal is to lower old age used car inventory to help increase new car turn, and reduce frozen capital**

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

**Reports-** inventory reports for anything over 60 days old on lot.

**Calculations-** calendar year inventory turn calc, pre-owned inventory days supply

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

**This goal is achievable, with proper research of what is moving in the market/pricing the market properly getting on the same page with the used car manager can make this is all possible.**

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

**It's significant because currently we are holding roughly \$1.4 million in old age inventory, a lot of capital for units that are not moving. If we put more units into inventory that we move faster/sell more of, this old inventory would go significantly.**

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

**I would like to lower this old age within 120 days from today!**

**Take Action!**

Potential Obstacles	Potential Solut
<u>Not familiar with used/new car dept</u>	<u>Work closer with used manager/C</u>
<u>Not familiar with procedure</u>	<u>Inventory management system</u>
<u>Selling inventory to low and not being able</u>	<u></u>
<u>to recover fast enough.</u>	<u></u>
<u>Depleting working capital by restocking</u>	<u></u>
<u>at such an adanvced rate.</u>	<u></u>

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

General Manager/Used Car Manager

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

What?	Expected Completion
<u>Improve used car turn</u>	<u>120 days</u>
<u>Improve forzen capital</u>	<u>120 days</u>
<u>Utilize dealer mnagement system better</u>	<u>120 days</u>
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**Other Information / Comments:**

Joseph Latino

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Manager Signature

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Class Number