

## Place your Title Here

Today's Date: 4/2/19 Target Date: \_\_\_\_\_ Start Date: \_\_\_\_\_

Date Achieved: \_\_\_\_\_ 6  
Department Month Composite Page

### SMART GOAL

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

I want to control my new car inventory better, in term of turn and what I am stocking. With toyota we are tranist from a heavy car brand to a small suv truck brand. Therefore I I know I have to carry fewer vehicles in stock to k my dollars in stock in line to control floorplan.

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

I will be using the new car run,statement and relying heavy on my vauto Conquest program.

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

Yes it is very achievable. I do have some come control in it not 100% control but I do have enough to impact cha

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

It is very significant because we have used our floorplan line on our statement as a source of income,and without notice and proper management it can turn into a huge liability. Not to mention with the changing of consumer buying I need to have more suv's than previous camry and corolla levels.

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

This is a goal I set in place in last class and I have achieved. It took roughly 3 monthes. Also, having lower stock levels during the winter helped a lot, to recorrect my inventory.

**Take Action!**

Potential Obstacles	Potential Solution
manufactor	2 fast moving /1 slow moving
sales staff	better training

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

I asked my GM, inventory manager, and my comptroller.

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

**What?**

**Expected Completion**

<i>Ramp up Camry &amp; corolla sales</i>	december
<i>change allocation preference</i>	october
<i>change marketing vehicles</i>	december
<i>stock more truck parts</i>	december
<i>set up traing on new 19 rav4</i>	november
<i>dealer trade old camry/corolla</i>	january

**Other Information / Comments:**

trevor a reames

Print Name

Manager Signature

Date

3/6/2007

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*his goal? If not, how will you*

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**Completed**

yes

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yes

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