

SWOT Analysis

Subject: CONTRACTS IN TRANSIT

Strengths (+)	Weaknesses (-)
<p>GOOD FINANCE MANAGER ATTENTION TO DETAIL STRONG DESK</p>	<p>OFFICE STAFF SUB-PRIME DEALS NOT COLLECTING STIPS</p>
<p>IMPROVE TURN TIME BECOME MORE EFFICIENT</p>	<p>SALES STAFF AND BANKS</p>
Opportunities (+)	Threats (-)

Write your goal statement:

I WILL CUT OUR CONTRACTS IN TRANSIT TIME FROM 6.54 DAYS TO UNDER 4 BY THE END OF MARCH.

CIT SMART GOAL

- SPECIFIC:** I WILL CUT OUR CONTRACTS IN TRANSIT TIME FROM 6.54 DAYS TO UNDER 4 BY THE END OF MARCH.
- MEASURABLE:** I WILL REVIEW CONTRACTS IN TRANSIT DAILY AND MEET WITH MY FINANCE MANAGER TO REVIEW DEAL STATUS
- I WILL HAVE A SALES MEETING TO REVIEW PAPERWORK PROCESS THE IMPORTANCE OF COLLECTING ALL STIPS UP FRONT
- ACHIEVABLE:** WITH A LITTLE MORE ATTENTION PAID TO OUR PROCESSES AND COLLECTING THE PROPER PAPERWORK PRE- DELIVERY WE CAN DEFINATLY GET OUR CIT UNDER 4 DAYS.
- RELIVENT:** BY FOLLOWING THESES STEPS WE WILL IMPROVE CASH FLOW AND INCREASE EFFICIENCY
- TIME:** I REVIEWED THE CONTRACTS IN TRANSIT WITH MY FINANCE MANAGER THIS MORNING AND ESTABLISHED A MONDAY MEET TO REVIEW CIT'S AND OTHER RECIEVABLES DEALERSHIP WIDE