

Post class homework Smart

We will increase our used car sales from 4-5 month to 20-25 units

Also increase monthly used car gross profit from 30K to 100K

We can measure the progress of these goals using our daily doc and

Also, our weekly Management Meeting Sheet for units, gross and PVR

Our goals are achievable, first we need to increase inventory and then

We must speed up our reconditioning process to get these vehicles

Front line ready faster.

With the lack of new inventory in order for our dealership to stay successful we need to concentrate on our used car sales.

Our time frame to not only hit this goal but to consistently achieve these numbers for 4 consecutive months.

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