SWOT Analysis

Strengths (+)	Weaknesses (–)
double cds is the biggest strength (cash is oxygen) healthy allocation relative to local competition for certain models SMART STATEMENT= i will reduce our CIT schedule by 30% by the end of the calendar year by holding weekly status meetings looking at our CIT schedule with our GSM and controller	CIT schdule avg=15 days at 1.7M recievables aging- what is process for paying? Different payment options

Opportunities (+)	Threats (–)
room to optimize recievable schedule & CIT get cash working in other parts of the dealership can use cash to adjust to rapidly changing market store aquisition potenital	Intrinsic customer is subprime lading to longer CIT Recievables aging possibly not for accting but manager with relationship Market slowdown Interest rates

© 2020 National Automobile Dealers Association. All Rights Reserved.