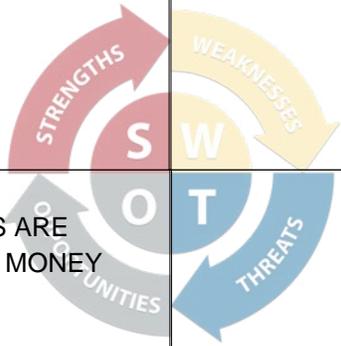


# SWOT Analysis

**Subject:** SMART GOAL WRITING - CIT TREJO MARTINEZ

Strengths (+)	Weaknesses (-)
<p>MONEY IN THE BANK</p> <p>TITLE WORK CAN BE COMPLETED FASTER</p> <p>NO PAYOFF VARIANCES (10 DAY @ SIGNING)</p>	<p>SALESMAN MAY BE LOOKING TO BE PAID WITHIN 4 DAYS :)</p> <p>finance may get deal funded quickly but not get paperwork to the office to be capped in an efficient time frame</p>
<p>ENSURING ALL FUNDING DOCUMENTS ARE COLLECTED AT TIME OF DEAL (STIPS, MONEY DOWN)</p> <p>COLLECT APPROPRIATE SIGNATURES AT TIME OF DEAL</p> <p>ENSURE ALL CONTRACTS ARE CASHABLE AT THE TIME OF DELIVERY (NON NEGOTIABLE!)</p>	<p>OFFICE CANT KEEP UP WITH FUNDING NOTICES?</p> <p>PEOPLE MAY BECOME ACCOSTOMED TO BEING PAID QUICKLY, AND START CRYING WHEN WE GET HAIRY DEALS HERE AND THERE</p>
Opportunities (+)	Threats (-)



Write your goal statement:

I will decrease contracts in transit time from 10 days to fund to 4 days to fund by 8/10/23.