



Financial Management Objective Homework

**Student
Class #**

Michael John Lovell

Name:

036

Academy

***I plan to accomplish the following objective
our next class on:***

04/03/17

by

**Provide the relevant
composite data**

Department	Mont h	Page	Colum n

Action plan for achieving objective
What is the area of focus?
Increase GP and Truck Sales Numbers.
What is the proposed plan? How will you achieve it?
WE now have 2 trained sales professionals and they are making more daily calls and getting leads for the aftermarket team
How will you track your progress? What measurements, KPI's? How often will you track?
By the sales people utilizing our CRM system and we are tracking on a daily basis
Who are the employees that will be involved, or impacted? Will they require training or assistance?
The truck sales staff and yes we are giving them additional training
Is there a cost, or estimated cost for implementation?
We are continuing to give them commission override.
Projected date of completion? On going but we are shooting for 3rd qtr.

Jan.	Feb.	March	April	May	June
July	Aug.	Sept.	Oct.	Nov.	Dec.