



Financial Management Objective Homework

**Student
Class #**

Todd Penz

Name:

N337

Academy

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

Increase pre-owned gross

by

**Provide the relevant
composite data**

Department	Mont h	Page	Colum n
Used vehicle department	AUG	20	9

Action plan for achieving objective
What is the area of focus?
Pre-owned sales department
What is the proposed plan? How will you achieve it?
To increase my pre-owned gross from 500 to 1200 by getting the cars through service faster and pricing them to market. Having my pre-owned manager buying cars at 86-88% and selling them at 95%. Also having managers meetings daily to discuss previous lost deals. Getting my managers on a gross pay plan will help increase gross because it will increase paychecks.
How will you track your progress? What measurements, KPI's? How often will you track?
Couple things. Daily meetings with my management team. Looking at the reports from Vauto and looking at my financial statement.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
For my pre-owned manager, sales staff and fixed ops director. Training will be required on the sales staff on how to sell a pre-owned car for asking price instead of going to the desk for multiple prices.

Is there a cost, or estimated cost for implementation?

Maybe. I'm looking at a company called rapid recon. It's a monthly fee of couple hundred dollars.

Projected date of completion? Mid September
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Jan.	Feb.	March	April	May	June
July	Aug.	Sept.	Oct.	Nov.	Dec.