



## Financial Management Objective Homework

**Student** MIKE KIM **Name:** N337 **Academy**  
**Class #**

***I plan to accomplish the following objective our next class on:*** INCREASE USED CAR VOLUME and PUVR **by**

**Provide the relevant composite data**

Department	Mont h	Page	Colum n
USED CAR	MAR	18	5

<b>Action plan for achieving objective</b>
<p><b>What is the area of focus?</b>            As manufacture incentives continuing to decrease, we need to focus on additional income from used car sales by increasing our total volume and PVR.</p>
<p><b>What is the proposed plan? How will you achieve it?</b>            We normally carry 80-100 used vehicle for immediate sales at an average cost of \$17000-need to increase the used inventory to 110-125 at average cost of \$13,000-\$14,000.            We will achieve our goal my keeping certain vehicles in inventory vs wholesaling them. Continue to watch our appraisals daily. Keep re-con to a minimum and avoid subletting unnecessary work.</p>
<p><b>How will you track your progress? What measurements, KPI's? How often will you track?</b>            I will used V-auto to make sure we are carrying the correct inventory at the right dollar amount. Watch our re-con bill and do the necessary services to the vehicle. Keep sublet work to the minimum, ie..dents, scratches, interior refinishes.</p>
<p><b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b>            All variable managers will be involved including internal service advisors and outside services.</p>

<b>Is there a cost, or estimated cost for implementation?</b>
There should not be any additional cost for implementation, only time and hard work,
<b>Projected date of completion?120 days</b>

<b>Jan.</b>	<b>Feb.</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>
<b>July</b>	<b>Aug.</b>	<b>Sept.</b>	<b>Oct.</b>	<b>Nov.</b>	<b>Dec.</b>