



Financial Management Objective Homework

**Student
Class #**

ADAM C TREMBLAY

Name:

N337

Academy

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

SEPTEMBER 17,2018

by

**Provide the relevant
composite data**

Department	Mont h	Page	Colum n
USED CARS	JUNE	3	C

Action plan for achieving objective
<p>What is the area of focus? MY AREA OF FOCUS IS TO HIRE A NEW PREOWNED MANAGER, KEEP MY INVENTORY MIX AND SUPPLY AT A 30 DAY TURN AND INCREASE PRU ON FRONT END SALES WHILE INCREASING VOLUME TO 90 UNITS PER MONTH FROM 55</p>
<p>What is the proposed plan? How will you achieve it? FIRST I WILL PROMOTE DAN HECKMAN TO UCD , THEN I WILL PURCHASE VEHICLES OFF STREET, AUCTIONS, OFF LEASE, AND IN THE SERVICE DRIVE. I WILL ALSO ENROLL IN THE AUTO ALERT TOOL AND EQUITY MINING MAIL DROPS</p>
<p>How will you track your progress? What measurements, KPI's? How often will you track? I WILL TRACK PROGRESS USING THE FINANCIAL STATEMENT AND THE FIRST LOOK TOOL INVENTORY MANAGER ALSO USE VDP'S TO GAGE THE MARKET CONDITIONS AND MARKET LISTINGS TO PRICE THE VEHICLES AGRESSIVELY AND COMPETITIVLEY. THIS WILL BE MONORTERED DAIL. I WILL ALSO CREATE A MASTER LIST FOR INCOMING UNITS TO GAURANTEE A 48 HOUR TURN THREW THE SHOP.</p>

<p>Who are the employees that will be involved, or impacted? Will they require training or assistance? MY EMPLOYEES INVOLVED ARE DAN HECKMAN SALES MANAGER PROMOTION TO UCD, THERE WILL BE ON THE JOB TRAINING FOR DAN THAT WILL CARRY NO COST TO THE DEALERSHIP, HE WILL RECEIVE A PAY INCREASE BASED ON PERFORMANCE OF THE UCD.</p>
<p>Is there a cost, or estimated cost for implementation? INVENTORY PURCHASED 435,000 EQUITY MINING TOOL AT 6,000 PER MONTH</p>
<p>Projected date of completion? 08/31/2018</p>

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

CURRENT STATUS 74 RETAIL UNITS IN STOCK

LAST 2 MO AVERAGE =70 SOLD 74/70=31 DAY SUPPLY

30 VEHICLES NEEDED AT AN AVERAGE SALE OF 14,500 = 435,000

AVG EXPENSE 152760 /57512 PUVR =27 BREAKEVEN -70 AVG SOLD = -43 BREAKEVEN

