



Financial Management Objective Homework

Student **Name:** **Academy**
Class #

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

I just recently changed stores to Honda Mall of Georgia. Floor plan cost has crept up here in new cars because of the slow-down in new cars sales and rising rates. I want to keep inventory cost in line

Objective:

Department:

Action plan for achieving objective					
Jan.	Feb.	March	April	May	June
July	Aug.	Sept.	Oct.	Nov.	Dec.
we lack the man power to sell the desirable amount of new cars. I will hire sales staff because with the increase in used sales new has dropped because the used are lower hanging fruit and easier sell. It's been a zero sum game as we are selling same amount of cars but traded used for new.					
How will you track your progress? What measurements, KPI's? How often will you track?					
We will track progress monthly. We have inventory numbers in place to be sure floor plan expense stays in check (currently double over last year) Also need 30 salespeople and currently have 22.					
Who are the employees that will be involved, or impacted? Will they require training or assistance?					
Desk managers, inventory managers, myself as GM.					
Is there a cost, or estimated cost for implementation?					
There is a cost of hiring new employees so retaining is the key.					
Projected date of completion? June					