



Financial Management Objective Homework

Student Class # ROBB KRUG **Name:** H106 **Academy**

I plan to accomplish the following objective MAY 8TH *by our next class on:*

Provide the relevant composite data

Department	Month	Page	Column
PARTS	MARCH	41	6

Action plan for achieving objective
What is the area of focus?
Parts Internal Sales
What is the proposed plan? How will you achieve it?
Increase Parts Internal sales by selling more accessories in sales department. We will put more
Accessories on stock units and learn to sell the value in them and develop a incentive program
For the salespeople
How will you track your progress? What measurements, KPI's? How often will you track?
Will watch composite page 41, column 6 for increase in internal sales. Will check progress monthly
Who are the employees that will be involved, or impacted? Will they require training or assistance?
Parts manager - need to order proper accessories, PDI Tech - needed to install accessories,
Lot Tech - Print addendums for accessories installed, Salespeople - trained to sell accessories
Is there a cost, or estimated cost for implementation?
Zero cost

Projected date of completion?90 Days

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