



Financial Management Objective Homework

**Student
Class #**

JONATHAN CRANE

Name:

106

Academy

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

05/08/2107

by

**Provide the relevant
composite data**

Department	Mont h	Page	Colum n
USED	01-0 3	18	11

Action plan for achieving objective
What is the area of focus?
OUR USED OPERATING PROFIT HAS BEEN NEGATIVE FROM JAN.
What is the proposed plan? How will you achieve it?
FOCUS ON EXPENSES, ADVERTISING AND PRU(D=FRONT AND BACK) GETTING OUR USED CARS UCI FASTER. FASTER TURN. TRAING ALL MANAGERS ON IMPORTANCE OF USED CARS AND DEPARTMENT.
How will you track your progress? What measurements, KPI's? How often will you track?
WATCHED #'S IN MARCH WEEKLY (WITH UC MANAGER) FOCUSED AND HELPED F&I MANGERS. APRIL PROMOTED A DEDICATED INVENTOR MANAGER TO HELP SPEED UP UCI AND WATCHED OUR INVENTORY.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
JOHN SEAVER (NEW UC/INVENTORY MANAGER. ALL THREE FINANCE PRODUCERS. ALL SALES MANAGERS. YES TRAING INVENTORY MANAGER AND SALES MANAGERS.
Is there a cost, or estimated cost for implementation?

NO
Projected date of completion?APRIL

Jan. -888	Feb. -868	March -448	April WAITING	May	June
July	Aug.	Sept.	Oct.	Nov.	Dec.