



Financial Management Objective Homework

**Student
Class #**

Todd Agostini

Name:

N340

Academy

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

09/17/18

by

**Provide the relevant
composite data**

Department	Month	Page	Column
F&I	July	9	3A

Action plan for achieving objective
What is the area of focus?
Improving the F&I Profit
What is the proposed plan? How will you achieve it?
My plan is to involve the Finance Manager as early in the process as possible. We see that if the Finance Department has had contact with the customer multiple times prior to delivery then there is a rapport established that can net a return on aftersale.
How will you track your progress? What measurements, KPI's? How often will you track?
Our results are tracked by not only gauging dollars generated but by using the Zurich "power ranking" system. We are looking for F&I PVR but most importantly is product penetration. The is tracked deal by deal and also in bi weekly reporting.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
Employees involved will be: GSM SM F&I Manager

All employees have been retrained on every product and what its benefits are.

Is there a cost, or estimated cost for implementation?

There is no cost for due to our Zurich contract.

Projected date of completion? BY END OF MONTH JAN 2019

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