



Financial Management Objective Homework

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Class #040

I plan to accomplish the following objective our next class on: Reduce Used Frozen Capital **by**

Provide the relevant composite data

Department	Month	Page	Column
Used	08	6	9

Action plan for achieving objective
What is the area of focus? Increasing used truck turns and reducing used inventory (frozen capital) by 20% or 670,000.00 by Nov.30,2018
What is the proposed plan? How will you achieve it? -Implement strategy with Used Truck Sales manager, monitoring Close/Participation rate (lost sales). - Develop used truck finance plans with F&I manager
How will you track your progress? What measurements, KPI's? How often will you track? -Wed morning weekly meetings at 9:00am-9:15am - Will have a gauge in the Used Truck Managers office (thermometers style)
Who are the employees that will be involved, or impacted? Will they require training or assistance? Used Truck Sales Manager, Used truck Sales Representatives, F&I manager -Sales reps will require minimal training regarding used truck finance plans
Is there a cost, or estimated cost for implementation? No
Projected date of completion? First stage Nov. 30, then review and set the next goal

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