



Financial Management Objective Homework

**Student
Class #**

Justin Candea

Name:

040

Academy

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

Increase used truck GP return on sales from 4.3% to 8% by 9/30/19

Provide the relevant composite data

Department	Month	Page	Column
Used Truck	7	2	24

Action plan for achieving objective
What is the area of focus?
Increasing GP return on sales from 4.3% to 8% in the used truck department by 9/30/19
What is the proposed plan? How will you achieve it?
Getting trucks through the shop faster (no longer than a week), holding our advertised prices to
Maintain higher profits, controlling policy and not giving customers "free" repairs after truck has
Been delivered.
How will you track your progress? What measurements, KPI's? How often will you track?
GP return on sales will be tracked monthly. Measurements will be used truck profit per month, along
With expense monitoring. This to ensure that percentages stay increasing during our fiscal year.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
Mike Smith, Used Truck Manager. Mike will be the one most involved with this process. The salesman
Will also be involved to get the deals at the higher prices. No training is necessary, just instruction for where we want to be with our percentage.

Is there a cost, or estimated cost for implementation?
No cost, just instruction
Projected date of completion? 9/30/19

Jan.	Feb.	March	April	May	June
July	Aug.	Sept.9/30/ 19	Oct.	Nov.	Dec.