



Financial Management Objective Homework

**Student
Class #**

Rob Fodor

Name:

N325-
32

Academy

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

F and I gross/ car
increase

by

**Provide the relevant
composite data**

Department	Month	Page	Column
New +used finance	Mar	27	12A

Action plan for achieving objective
What is the area of focus? To increase average gross profit for both new and used business office.
What is the proposed plan? How will you achieve it? Weekly training sessions and customer sit ins from our rep at our provider, SAL. Our focus is on presenting more products and second TO's on delivery.
How will you track your progress? What measurements, KPI's? How often will you track? We will be measuring the number of products being introduced and the amount of touches the business office has with the clients. We will be creating a scoreboard to track the progress of our BM's
Who are the employees that will be involved, or impacted? Will they require training or assistance? The business managers, sales managers and our SAL rep.

Is there a cost, or estimated cost for implementation? no
Projected date of completion? July 31/2017

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