



## Financial Management Objective Homework

**Student  
Class #**

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**Name:**

N324-  
16

**Academy**

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

Increase F&I Income

**by**

**Provide the relevant  
composite data**

Department	Mont h	Page	Colum n
Finance			

<b>Action plan for achieving objective</b>
<b>What is the area of focus?</b>
F&I income
<b>What is the proposed plan? How will you achieve it?</b>
To increase F&I Income per unit..Train sales people for proper endorsement to's..Train mgrs and f&l on deal structure and menu selling.
<b>How will you track your progress? What measurements, KPI's? How often will you track?</b>
Daily tracking of previous day sales..Pvr and penetration review daily
<b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b>
All front end employees,sales,mgrs,f&l,f&l director
<b>Is there a cost, or estimated cost for implementation?</b>
No cost...Just blood and sweat
<b>Projected date of completion?6/30/2017</b>

<b>Jan.</b>	<b>Feb.</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>
<b>July</b>	<b>Aug.</b>	<b>Sept.</b>	<b>Oct.</b>	<b>Nov.</b>	<b>Dec.</b>