



Financial Management Objective Homework

Student Class # JENNIFER CLARK **Name:** 324 **Academy**

I plan to accomplish the following objective our next class on: May 15, 2017 **by**

Provide the relevant composite data

Department	Month	Page	Column
PARTS	FEB	41	6

Action plan for achieving objective
What is the area of focus?
Parts internal gross profit % return on sales (currently at 33%)
What is the proposed plan? How will you achieve it?
To get our internal GP% more in line with our cpay % (which is 38%) - ultimate goal for internal
is 40%. Achieved through setting pricing guides, all internal transactions are to be billed
At price code 99 (67%); any over rides must be approved by manager, if Lonnie is out GM has to approve
How will you track your progress? What measurements, KPI's? How often will you track?
Tracked daily - Lonnie (fixed mgr) will receive & review a copy of every internal ticket, including those
To the collision center; %s will be tracked by employee # and by type of work (repair vs maintenance)
Who are the employees that will be involved, or impacted? Will they require training or assistance?
Our 2 parts counter guys (Will and Juan) & the fixed ops manager (Lonnie) - no assistance will be
Required, but they will be trained on the matrix pricing & why we need to hold the line

Lonnie will have to be their back up if they're challenged by the variable managers
Is there a cost, or estimated cost for implementation?
Lonnie's time to put the process in writing & to train them \$ 315.38 (2 days at \$ 157.69 /day)
Projected date of completion? May 1, 2017

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