

**Financial Management Objective Homework**

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Academy 325 Class #

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

Provide the relevant composite

Department	Month	Page	Column	data
<u>New Inventory</u>	<u>March</u>	<u>6</u>	<u>7C</u>	

**Action plan for achieving objective**

**What is the area of focus?**  
old age inventory reduction

**What is the proposed plan? How will you achieve it?**  
- lot marketing - fill all 14 spaces on front of lot with the oldest units and price them on the windshield. - Spiff \$100 per unit on top of commissions to the sales person who sells the most by end of month.

**How will you track your progress? What measurements, KPI's? How often will you track?**  
Check on a daily basis and replace the empty hole as unit sales. Lot assistant person and sales people to help to

**Who are the employees that will be involved, or impacted? Will they require training or assistance?**  
Lot assistant, and all sales personnel

**Is there a cost, or estimated cost for implementation?**  
around \$700 per month on spiffs and stickers

**Projected date of completion?**  
On going strategy

*Keep up with the plan.*

Jan.	Feb.	March	April	May	June