



Financial Management Objective Homework

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Class #

I plan to accomplish the following objective our next class on: Reduce new vehicle aging **by**

Provide the relevant composite data

Department	Month	Page	Column
6-Inventory Analysis	March	6	6B

Action plan for achieving objective
What is the area of focus? I would like to reduce our new vehicle aging as this was a serious cost
Center-issue in 2016; while it has been coming down (2.75 months, currently), I would like to reduce it further to accommodate the MY18's which are already in transit.
What is the proposed plan? How will you achieve it? Foremost, I will put greater incentive on cars
In stock greater than 70 days (as opposed to the current 100 day incentive). I will also ensure that these cars are closer to our primary lot as opposed to our remote lot.
How will you track your progress? What measurements, KPI's? How often will you track? This can
be tracked both manually (in real time) and seen on the composite by reporting found in CDK that tracks unsold units over 'x' days in stock.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
For starters? I will be involved. My two sales managers (internet & floor) as well as all of our sales
Advisors, both floor & internet. This will require their attention and an awareness campaign (me).

Is there a cost, or estimated cost for implementation? No. There shouldn't be expenses for this
evolution. Only the expense of attention-itself.
Projected date of completion? As we are in May, I expect to see improvements in July.

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