



## Financial Management Objective Homework

**Student  
Class #**

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**Name:**

n-326

**Academy**

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

July 24, 2017

**by**

**Provide the relevant  
composite data**

Department	Month	Page	Column
Service	Mark	31	6A

<b>Action plan for achieving objective</b>
<b>What is the area of focus?</b> 48 hour turn around on used car reconditioning
<b>What is the proposed plan? How will you achieve it?</b> We want to get used cars through the shop within 2 days. We will streamline the processes in the service, parts and clean up departments and make used car work more of a priority. Service will work with used car department to generate reconditioning RO as soon as the car hits the inventory.
<b>How will you track your progress? What measurements, KPI's? How often will you track?</b> The days an internal RO remains open. (DMS report) The current number is 5.9 days. In doing this our hope is to have more units available for sale, turn the inventory more times, increase service and parts internal work, increase F&I income and ultimately increase dealership gross. We will be measuring service internal sales on the composite.
<b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b> Service manager, technicians, used car manager, sales staff and general manager
<b>Is there a cost, or estimated cost for implementation?</b> No additional cost, just additional focus
<b>Projected date of completion?</b> July 24, 2017

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