



## Financial Management Objective Homework

**Student Class #** Josh Carey
**Name:** N325 **Academy**

*I plan to accomplish the following objective* 06/13/17 *by our next class on:*

**Provide the relevant composite data**

Department	Month	Page	Column
Service sales gross % of sales	april	29	11

Action plan for achieving objective
<b>What is the area of focus?</b>
Sublet/used car recon
<b>What is the proposed plan? How will you achieve it?</b>
Migrate to in house recon for PDR, bumper repair, glass repair, and wheel repair. Employ in house tech
<b>How will you track your progress? What measurements, KPI's? How often will you track?</b>
Track service sublet gross % of sales. Max markup is 30% currently. Numbers listed below. May is first month starting to use new system. Will be tracked monthly.
<b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b>
Josh Carey, Alicia Hutters, Bob Nigra, Tim Andrzejewski. Tim has completed PDR training and will be learning paint work repairs/windshield/wheels
<b>Is there a cost, or estimated cost for implementation?</b>
Purchased new building and additional personal
<b>Projected date of completion?</b> Building operational by end of August. Just PDR until then.

<b>Jan.</b> <b>19.86</b>	<b>Feb.</b> <b>17.71</b>	<b>March</b> <b>19.65</b>	<b>April</b> <b>18.62</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>