

Financial Management Action Plan Homework

Homework is due the Monday of the week before you return for Parts Class

Student Name: HUNTER BARTON Academy Class #: 346

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GOAL WRITING

Example: I decrease my 5K run time from 30 minutes to 21 minutes by June 15, 2019.

What is your Goal? INCREASE USED CAR FINANCE PER CAR
from? \$ 767 to? \$ 850 by? FEB - 2019 (END OF MONTH)

How do you plan to achieve your goal:

F.I. MANAGER WILL T/O EVERY SOLID CUSTOMER. SALES WILL PROVIDE MORE INFORMATION BEFORE THE T/O AND DELIVERY, CREDIT VIDEO WILL BE SHOWN EVERY TIME AT THE SALESPERSON'S DESK.

How will you track your progress? What measurements, KPI's? (think about current vs past measures)

EXCELL SHEET WILL BE MADE

The benefits of achieving this goal will be:

INCOME TO THE U/C DEPARTMENT

Take Action!

Potential Obstacles

SALES PEOPLE (COMMUNICATION)

Potential Solutions

F.I. MANAGER TO TRAIN ON BENEFITS

Not showing VIDEO

TDI VEHICLES

CREATE A CLOSING PROCESS

STOCK A BETTER MIX of 4/2

Who on you staff will need to be involved to accomplish this goal:

ENTIRE SALES DEPARTMENT

Specific Action Steps: What steps need to be taken to get you to your goal?

What?

Expected Completion

Completed

COMPLETE A WRITTEN PROCESS FOR SALES

12/10 - WEEK OF
