



Financial Management Objective Homework

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Class #

I plan to accomplish the following objective 6/12 *by*
our next class on:

	Department	Month	Page	Column
Action plan for achieving objective				
What is the area of focus?	Used Sales	April	18	5
To Raise the PUVR which is currently at 1947.00 to 2513.00 which is the group average as of April with BOC Nissan at 2990.00 as the long term goal.				
<u>What is the proposed plan? How will you achieve it? Get a trade process more refined. Faster time to lot on our retail trade units. Merchandise better and photo's online quicker. Trade walks everyday with sales. The motto needs to be Retail is in the Detail. Used car manager will be held more accountable for appraising, pricing and merchandising of inventory daily. Monitor the Used vehicle selling expense on used vehicles as well. Better trade flow chart. Monitor daily the trade values, Shop R.O's and time to market.</u>				
How will you track your progress? What measurements, KPI's? How often will you track?				
Track by a weekly meeting on the process, look at the PUVR, Days to lot and check the market pricing.				
KPI- Is the number moving in the right direction. Track- Daily with UCM to set expectations				
Who are the employees that will be involved, or impacted? Will they require training or assistance?				
All managers and sales are involved. Training will become focus on a daily basis. They must perform				
A trade walk everyday and get involved with the inventory.				
<u>Is there a cost, or estimated cost for implementation?</u>				

No cost is expected. Training and communication is free and provided by the team.

Projected date of completion? Trade valuation, daily walks, pricing, marketing and training will never be completed but we should continue to see the PUVR go up.

Provide the relevant composite data

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