

### Financial Management Action Plan Homework

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

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Academy Class #: 347

Composite Data Reference: Depart: B <sup>Used Vehicles</sup> <sub>+ Service</sub> Page: B Column: 2 Line: 1

#### GOAL WRITING

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

What is your Goal? Used car volume ave.  
from? 115 to? 175 by? 2020

How do you plan to achieve your goal:

Stock more Inventory + shorten or recon process

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

Measure through JAWO - track or turn rate

The benefits of achieving this goal will be:

More Interest for service + front end profit on the additional units sold

Take Action!

Potential Obstacles

Used car recon

Potential Solutions

Hire More Used Car Technicians

Acquisition of more used

Used Vantor Specimens

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

GSM, Service Mgr, UC Mgr

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

What?

Expected Completion

Completed

Stock more used

April 2019

Recor process from 12 days + 4 day

April 2019