

**Chris Cobb**

**Variable II**

## **NADA Action Plan Nalley Lexus Galleria**

**Objective:**

Nalley Lexus Galleria Finance PVR to 2300 a car.

**Execution:**

First set the expectations with the finance department.

Second we are going to change the pay plan

Third we are going to implement AOR (areas of responsibility)

Inspect the profitability of each product sold

Finance Director TO 100% of the time if VSC is not sold

We will change our first pencil rate to reflect 11.99% and desk on short terms

There will be an available F&I Manager parked at desk to assist with deal structure while deal is still being made.

We will implement a practice of Managers taking eligible deals (Deep Secondary excluded) into the Finance office to increase CSI and improve deal flow process.

The selling of Full VSC as oppose to options with lower packs (Term Care, High Tech, etc) will increase the management fee which will increase PVR and lower Comp% which we are all governed by.

**Timeline:**

We will implement this process immediately.

The RFID, GSM, GM will be responsible for inspecting the process

The Finance Team

**Documents:**

New Pay Plan

Areas of responsibilities