



Financial Management Objective Homework

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Class #

I plan to accomplish the following objective 8/1/17 *by*
our next class on:

Provide the relevant composite data

Department	Mont h	Page	Colum n
Sales	May	5	11

Action plan for achieving objective
What is the area of focus?
Increase used car volume while still maintaining FE gross
What is the proposed plan? How will you achieve it?
Focus meetings on used cars, work with service dept to keep more cars; not a focus on recon costs but
Turn. Get the used cars reconed faster so more selling days available. Possibly buy cars from the auction
Or dealers forum. Sometimes cars too expensive so focus needs to be on keeping trade ins rather than buying from third party.
How will you track your progress? What measurements, KPI's? How often will you track?
The statement: used car volume and gross. Also track fixed ops increases due to keeping more cars
Who are the employees that will be involved, or impacted? Will they require training or assistance?
Hold sales managers accountable for selling a minimum number of used cars. Hold the service advisor and tech accountable for timely recon. Keep detail involved to make sure cars don't sit with the tech or the detail crew.
Is there a cost, or estimated cost for implementation? Possible costs in

the future related to keeping more cars. More technicians but should end up gaining more than losing.

Projected date of completion? December but really ongoing project

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