



Financial Management Objective Homework

Student Name: Frank Trovato

Academy

Class # N325

Current ytd on composite . 23%, BOCTOYOTA = 25%

I plan to accomplish the following objective by our next class Increase Maintenance contract Pen. on:

Provide the relevant composite

Department	Month	Page	Column
<u>N&I F&I</u>	<u>MAY</u>	<u>27</u>	<u>9B</u>

data

Action plan for achieving objective
What is the area of focus? <u>SELLING & Presenting MAINT. CONTRACTS TO F&I CUSTOMERS AND SERVICE CUSTOMERS</u>
What is the proposed plan? How will you achieve it? <u>ADD TO THE T.O. PROCESS IN F&I ADD TRAINING AND presentation process to SERVICE ASM'S MAYBE during MPI'S,</u>
How will you track your progress? What measurements, KPI's? How often will you track? <u>we currently have a F&I performance Report, TOYOTA will track And Composite</u>
Who are the employees that will be involved, or impacted? Will they require training or assistance? <u>SALES people, SALES MANAGERS, F&I MGR. SERVICE ASM'S AND MGR.</u>
Is there a cost, or estimated cost for implementation? <u>JUST TRAINING AND follow-up. MAYBE SPIFF MONEY</u>
Projected date of completion? <u>NEXT 6 MONTHS TO BE AT 12% or BETTER</u>

Then RE EVALUATE.

Jan.	Feb.	March	April	May	June
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