



## Financial Management Objective Homework

**Student** LUIS **Name:** 325 **Academy**  
**Class #** HERNANDEZ

*I plan to accomplish the following objective* DECEMBER *by*  
*our next class on:*

**Provide the relevant composite data**

Department	Month	Page	Column
PARTS & ACCESSORIES	MARCH	38	9

Action plan for achieving objective
<b>What is the area of focus?</b>
INCREASING PARTS SALES AND INCREASE OPERATING PROFIT
<b>What is the proposed plan? How will you achieve it?</b>
WE WILL CREATE A CUSTOM MENU WITH THE RELEVANT PARTS & ACCESSORIES ASSOCIATED WITH
VEHICLE BEING SOLD. PRIOR TO ENTERING INTO FINANCE CUSTOMER WILL BE SHOWN A MENU
PRESENTATION WITH THE ITEMS ALONG WITH THE ADDITIONAL INCREASE IN PAYMENT AND VALUE.
<b>How will you track your progress? What measurements, KPI's? How often will you track?</b>
A GOOGLE DOC LOG WILL BE CREATED TO TRACK ONGOING SALES THROUGH THIS SPECIFIC CHANNEL
KPI'S : PENETRATION , GROSS PROFIT, CSI, AND TIMELINESS OF FULLFILMENT
<b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b>
PARTS MANAGER, SALESMAN/ PARTS SALE ASSOCIATE, SALES MANAGER , SERVICE MANAGER, SHOP FOREMAN, AND F& I MANAGER
MINIMAL TRAINING FOR MANAGEMENT (PROCEDURES) SALES WILL NEED TO BE TRAINED ON WORD TRACKS ETC.
<b>Is there a cost, or estimated cost for implementation?</b>

WE HAVE STILL YET TO REVIEW WHETHER OR NOT WE WILL USE "AUTOADDONS.COM" OR A SIMILAR SERVICE. BESIDES DESIGN AND SOFTWARE THERE IS NO ADDITIONAL COST , UTILIZING OUR CURRENT EMPLOYEE STRUCTURE.

**Projected date of completion? JAN 1<sup>ST</sup> 2018**

<b>Jan.</b>	<b>Feb.</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>
<b>July</b>	<b>Aug.</b>	<b>Sept.</b>	<b>Oct.</b>	<b>Nov.</b>	<b>Dec.</b>