



## Financial Management Objective Homework

**Student Class #** Robert Gavita (327-06) **Name:** N327 **Academy**

*I plan to accomplish the following objective our next class on:* 8/14/2017 **by**

**Provide the relevant composite data**

Department	Month	Page	Column
Front end gross w/o F&I	April	8	3A

<b>Action plan for achieving objective</b>
<b>What is the area of focus?</b>
Front End Gross w/o F&I
<b>What is the proposed plan? How will you achieve it?</b>
Increase front end to 800 per car. Hold stronger at desk, holdback on trade allowances. Also implemented \$50 bonus for salespeople who hold over invoice on new car deal (our metric)
<b>How will you track your progress? What measurements, KPI's? How often will you track?</b>
Will track weekly from MIS and Lithia dealer dashboard, monthly from Fin. Statement. KPI is FEG.
<b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b>
All desking managers, UC manager, all salespeople. Not really training, just consistent reminders of goal, and publicly displaying the metric weekly to see how we are doing.
<b>Is there a cost, or estimated cost for implementation?</b>
Not really. Paying \$50 bonus to achieve extra \$500 per vehicle is minimal.

**Projected date of completion? End of July, mid August**

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