



Financial Management Objective Homework

**Student
Class #**

PATRICK SEXTON

Name:

327

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
PARTS	APRIL	38	3b

Action plan for achieving objective
What is the area of focus? Raising gross % of sales in parts from 27.57 to 30% by next Nada class
August 2017
What is the proposed plan? How will you achieve it? Change the process so counter people cant discount parts must have manager override
Start using SPG in our DMS we currently use parts pkgs and our not maximizing gross
Track lost sales so we can better gage stocking levels
How will you track your progress? What measurements, KPI's? How often will you track?
I will involve parts manager to track discounted parts and emergency purchases weekly
I will check parts percentage of gross weekly and look for improvements
Who are the employees that will be involved, or impacted? Will they require training or assistance?
Parts Manager and Counter personnel I have set up training with DMS to use proper tools also
Will send parts manager to NADA parts training
Is there a cost, or estimated cost for implementation?
2398 for the training on DMS tool

Projected date of completion? AUG or September (training is key and tracking)

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