



## Financial Management Objective Homework

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*I plan to accomplish the following objective by our next class on:* Increase gross per copy in finance

**Provide the relevant composite data**

Department	Month	Page	Column
New & Used finance	May	27	12B

Action plan for achieving objective
<b>What is the area of focus?</b>
Raise the average gross
<b>What is the proposed plan? How will you achieve it?</b>
Changing the finance manager pay plan. By lowering his monthly salary and increasing his percentages And bonus levels on products sold. Also, by using a menu for every customer.
<b>How will you track your progress? What measurements, KPI's? How often will you track?</b>
Using a spread sheet. Also, a check sheet in finance and accounting department. To make sure the works being done. This spreadsheet is daily. It will show averages on gross and products sold. I will measure by using the composite from our group.
<b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b>
Finance and desk manger. Yes, already started on line training.
<b>Is there a cost, or estimated cost for implementation?</b>
No real cost.
<b>Projected date of completion? Already completed</b>

Jan. 636	Feb. 605	March 699	April 696	May 683	June
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<b>July</b>	<b>Aug.</b>	<b>Sept.</b>	<b>Oct.</b>	<b>Nov.</b>	<b>Dec.</b>
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