



Financial Management Objective Homework

Student **Name:** **Academy**
Class #

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

Provide the relevant composite data

Department	Month	Page	Column
NC INVENTORIES	MAY	1	19,20, 21

Action plan for achieving objective
What is the area of focus? Reduce day supply of nc inventory to an average of 80 days while managing it by model line
What is the proposed plan? How will you achieve it? The first move will be a broad scope where we place roughly 25% of our oldest inventory on ford ez trade system for invoice minus half the holdback. The second plan of action will place our more targeted units on the system for invoice minus holdback. We will chose these units based on model line days supply, overall aging and previous sales history.
How will you track your progress? What measurements, KPI's? How often will you track? Monthly we will look at our Inventory Days supply as a whole and also by model line. We will also monitor our dealer trade difference account (1539531), this account should show overall improvement and add income to the new car department.
Who are the employees that will be involved, or impacted? Will they require training or assistance?

Stephanie Clepper(new car sales secretary) - no training required Laura Pettis(acctg manager) - no training required
Is there a cost, or estimated cost for implementation?
No cost for the plan
Projected date of completion?
Estimated time of completion is 90-180 days

Jan.	Feb.	March	April	May <u>Inventory-</u> 42,707,06 9 <u>Supply-</u> 130 days <u>Dealer</u> <u>Trade</u> <u>Acct-</u> \$14068 credit in may -ytd credit in may was 96,820 (avg 19364)	June
July	Aug.	Sept.	Oct.	Nov.	Dec.