



Financial Management Action Plan Homework

Homework is due the Monday of the week before you return for Parts Class

Student Name: Jason Cammisia Academy Class #: 350

Composite Data Reference: Depart: Used Page: 43 Column: P6 Line: 8B

GOAL WRITING

Example: I decrease my 5K run time from 30 minutes to 21 minutes by June 15, 2019.

What is your Goal? Increase my pre-owned Vehicle Inventory Turn from 6.3 to 12
from? 6.3 to? 12 by? 06/01/2019

How do you plan to achieve your goal:

- ~~1st~~ get my sales team to understand and believe in the process.
- clean up aged units, take deals faster.
- buy what sells, get cars through service faster.

How will you track your progress? What measurements, KPI's? (think about current vs past measures)

use used-vehicle Days Supply in Dollars and

The benefits of achieving this goal will be:

- sell more cars, turn more inventory (less loss)
- gain more customers

Take Action!

Potential Obstacles

Selling/buying right mix of cars

Potential Solutions

reach out to past clients/purchase cars

- Shop times

- grease pen each car/make a decision to keep more fast

Who on you staff will need to be involved to accomplish this goal:

- New/PO sales manger, service manager, service writer, techs, detail, photo crew, sales team.

Specific Action Steps: What steps need to be taken to get you to your goal?

What?

Expected Completion

Completed

PO process to front line

Now

Now

Service times cut down

05/01/19

all aged cars gone

05/01/19

new inventories

05/15/19