



## Financial Management Objective Homework

**Student** Chuck Massart **Name:** N327 **Academy**  
**Class #**

*I plan to accomplish the following objective* August 14th *by*  
*our next class on:*

**Provide the relevant composite data**

Department	Month	Page	Column
Used Vehicles	Apr 17	23	12

<b>Action plan for achieving objective</b>
<b>What is the area of focus?</b>
Bring used vehicle compensation percentage closer to NADA guide.
<b>What is the proposed plan? How will you achieve it?</b>
Monitor spiffs and flats much closer. Have UC Manager work with Service Manager to monitor recon costs.
<b>How will you track your progress? What measurements, KPI's? How often will you track?</b>
I will use the monthly composite to monitor progress.
<b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b>
UC Manager, Sales Managers, Service Managers and advisors. Only internal training will be required.
<b>Is there a cost, or estimated cost for implementation?</b>
No monetary cost involved.
<b>Projected date of completion? Looking for progress each month. Not a project that should ever be totally completed. A change of culture.</b>

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