



Financial Management Objective Homework

Student Class #
Name: **Academy**

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

Provide the relevant composite data

Department	Month	Page	Column

Action plan for achieving objective
What is the area of focus?
New vehicle day supply
What is the proposed plan? How will you achieve it?
To lower our current day supply of 100 days to our benchmark of 60 days. We will do this by not accepting unneeded inventory, doing one way dealer trades, increasing sales and concentrating on aged units first.
How will you track your progress? What measurements, KPI's? How often will you track?
We will track this daily by monitoring our day supply. We will use the pipeline report and NADA calculation.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
The Sales Managers will be impacted. I will be involved in any future ordering.
Is there a cost, or estimated cost for implementation?
NO
Projected date of completion? The day supply will first go up because we accepted our first run of 2018 product. We have 82 Q50's coming in July.

We should start lowering in August and be in line by the end of the fourth quarter.

Jan.	Feb.	March	April	May	June
July	Aug.	Sept.	Oct.	Nov.	Dec. 60 ds