



Financial Management Action Plan Homework

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

Student Name: Shane Rogers
N353

Academy Class #:

Composite Data Reference: Depart: USED VEHICLE Page: 18 Column:
11 Line: 1

GOAL WRITING

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

What is your Goal? I will increase my used vehicle operating profit to used vehicle breakeven point _____ from? -513 to? 0 or greater _____ by? December 31, 2019

How do you plan to achieve your goal:

By combination of increase in UV gross PUVR through F&I Department as well as a gradual increase in UV units sales above the 25 units per month current average.

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

Thru the sales department DOC for used Department to see where we are at during the month as it goes along and keep the EOM DOC for each month to follow and track growth in the process continually. _____

The benefits of achieving this goal will be:

The overall profitability of the store will move into the black with a better expense absorption from the used vehicle department to assist in the absorption rate due to the service department having limited ship square footage and shop bays.

Take Action!

Potential Obstacles

Potential Solutions

**_1.Currently No Finance Employee Member____
Employee_____**

__Hiring F&I

**_2.Adapting my back up mgr. to new process in billing
F&I menu document to be**

__Require new

**__finance office as well as myself_____
customer _____**

__signed off by every

**_3.Keeping myself on track and focused with the
keep me aware each**

__Have the controller

**__task I have given and setup for the dealership
DOC to see how our**

__each day with the

**__to accomplish_____
month based**

__UV gross is tracking for the

**_____
month_____**

__on where we are in the

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

**__Sales Managers, Sales Team, and Finance Manager (once
hired)_____**

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

What?

Expected Completion

Completed

**_1.Having myself be more invested in UV sales with
_____**

**Sales staff to assist them more & earlier in process
_____**

__7/1/19_____

**_2.Increase UV pack from \$300 to \$500 per unit____
_____**

__7/1/19_____

**_3.Require ALL customers to sign off on fully completed
_____**

F&I options menu for all available products for vehicle 8/1/19

_4.Selling the remaining 10 units over 180 days old _____

to replace 250k capital in faster turning/higher grossing units 9/1/19
