



## Financial Management Action Plan Homework

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

**Student Name:** KYLE NEAL \_\_\_\_\_  
N352 \_\_\_\_\_

**Academy Class #:**

**Composite Data Reference: Depart:** SALES \_\_\_\_\_ **Page:** 5 \_\_\_\_\_ **Column:** 2 \_\_\_\_\_  
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### GOAL WRITING

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

**What is your Goal. AVG TIME TO FUND CIT, 3DAYS** \_\_\_\_\_  
\_\_\_\_\_ **from?** \_\_7/1/2020\_\_ **to?** STANDARD MOVING  
**FORWARD** \_\_\_\_\_ **by?** \_\_\_\_\_

**How do you plan to achieve your goal:**

**100% E-CONTRACTING. USING TOYOTA STP(STRAIGHT THROUGH PROCESSING) WHEN AVAILABLE. EDUCATE SALES MGMT TEAM AND FINANCE MGMT TEAM WHAT IT MEANS TO BE "IN TRUST" AND EXPLAIN AND ILLUSTRATE TO TEAM HOW THAT TIES INTO AND THE IMPORTANCE OF CASH FLOW. MAKE SURE FINANCE MANAGERS KNOW HOW TO UPLOAD STIPS IN ROUTEONE FOR ECONTRACTING AND STP. PRINT HELD CONTRACT REPORT DAILY AND REVIEW WITH FINANCE MGRS-CASH A DEAL MEETING.**

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

**REVIEW OF OUR CIT SPREADSHEET. USE MY NEW UNDERSTANDING OF OUR DMS SYSTEM TO CHECK CIT 3 TIMES WEEKLY. REVIEW 3 TIMES WEEKLY ARE ECONTRACTING UTILIZATION AND STP UTILIZATION ON . MEET WITH FINANCE MGRS EVERYDAY TO SEE HOW THINGS ARE GOING.**

**The benefits of achieving this goal will be:**

**MORE CASH FLOW FOR THE PURCHASE OF INVENTORY OR OTHER ITEMS. MORE DEALERSHIP STABILITY AND COMFORTABILITY. LESS LIKELY FOR A DEAL TO UNWIND DUE TO DEAL NOT BEING FUNDED.**

**Take Action!**

**Potential Obstacles**

**Potential Solutions**

**FI MGRS NOT UNDERSTANDING IMPORTANCE AND IMP. OF CASH FLOW**

**REVIEW "IN TRUST"**

**FI MGRS NOT FULLY EDUCATED ON STP BENEFIT OF STP**

**REVIEW USE AND**

**STIPS NOT HERE ON DELIVERY DELIVERIES**

**REDUCE/LIMIT SPOT**

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

**THE FINANCE, SALES MANAGERS, AND ADMINISTRATIVE TEAM**

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

**What?**

**Expected Completion**

**Completed**

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