



Financial Management Objective Homework

**Student
Class #**

Ryan Chan

Name:

326

Academy

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

7/21/17

by

**Provide the relevant
composite data**

Department	Mont h	Page	Colum n
Service/Pre Owned	May	21,2 9	9,3

Action plan for achieving objective
What is the area of focus? Increase Pre owned department turn from 6 to 8 times per year. Increase Internal reconditioning labor rate to match retail labor rate.
What is the proposed plan? How will you achieve it? Implement a fast turn strategy by analyzing market day supply and demand. By increasing turn from 6 to 8 times per year we will recondition an additional 40-50 units on an annual basis. In addition we will be reconditioning at a higher labor rate which will pick up incremental department profit due to increase of internal labor rate to retail labor rate.
How will you track your progress? What measurements, KPI's? How often will you track? Track by average days in inventory, inventory turn, Repair order count, Average repair order cost, average labor per repair order. This will be tracked on a weekly and monthly review basis.
Who are the employees that will be involved, or impacted? Will they require training or assistance? Service Manager, Sales Manager. Service

Manager will be held accountable for a 2 day turnaround excluding delays such as special order parts or delays. Sales Manager will be held accountable to a 60 day turn. Pricing and merchandising on a daily basis will be needed to stay on top of the aging inventory.

Is there a cost, or estimated cost for implementation? \$1495 cost to ad market analysis vendor

Projected date of completion? Implementation started on 7-1-17

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