



### Financial Management Action Plan Homework

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

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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? TO INCREASE FAT GROSS PRU  
from? AVG #1051 to? AVG: #1200 by? 12/31/2019

How do you plan to achieve your goal:

TRAINING AND RECRUITING PERSONNEL TO ACHIEVE THE GOAL  
IMPROVE BOOKING PROCESS TO ASSIST FAT MANAGERS

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

DAILY DEAL AND MENU REVIEWS  
REVIEW DEXLOG REPORT WITH SALES MANAGERS AND FINANCE MANAGERS DAILY  
DAILY REVIEW PRODUCT PER RETAIL PENETRATION RATES

The benefits of achieving this goal will be:

IMMEDIATE BENEFIT WILL BE 15 TO 20 THOUSAND IN MONTHLY FAT INCOME  
BUT THE LONG TERM BENEFIT WILL COME THROUGH CONSISTENT IMPROVEMENT  
FROM THE INITIAL GOAL

Take Action!

Potential Obstacles

SPECIAL RATES ON MFG LEASES

Potential Solutions

FOCUS & TRAIN ON MENU SELLING

FINANCE SOURCES LIMITING BACK END

OUTSIDE LEADER FINANCING

SUBSTANDARD TALENT

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\_\_\_\_\_

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SELL WARRANTIES ON THE PAYMENT PLAN

UTILIZE CREDIT UNIONS TO MATCH RATES

RECRUIT TOP SHELF TALENT AND PAY

THEM ACCORDINGLY

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

GENERAL MANAGER, SALES MANAGERS, F&I MANAGER, SALES ASSOCIATES,  
CORPORATE RECRUITING STAFF

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

What?	Expected Completion	Completed
<u>RECRUIT AND TRAIN F&amp;I MANAGER</u>	<u>8/1/2019</u>	_____
<u>TRAIN SALES STAFF ON AFTER MARKET PRODUCTS</u>	<u>8/1 - ONGOING</u>	_____
<u>DESK LEASES ABOVE STANDARD RATES</u>	<u>7/1</u>	<u>7/1</u>
<u>PRACTICE AND TRAIN CONVERTING CASH BUYERS TO ONE-PAY LEASES</u>	<u>7/1 - 8/1</u>	_____
<u>MAXIMIZE USE OF SECONDARY BANK GUIDELINES TO ALLOW FOR BACK END PRODUCT SALES</u>	<u>7/1</u>	_____
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