

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? Increase N.V. w/o F&I PVs Gross
from? \$-329 to? \$400 by? _____

How do you plan to achieve your goal:

Meeting with the Sales Managers Weekly to Review Performance & deskings deals. Working Customers for money down and building value in our front end products

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

Products (front end) Sold Per deal: N.V. front gross Total & Average Per N.V.

The benefits of achieving this goal will be:

Increase Gross return on Sales, SGP Money,

Take Action!

Potential Obstacles

Volume

Potential Solutions

Work for Down Payment

Sales Staff Culture

Show them the benefit of Gross

Competition from Competitors

build Value in Stock Product

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

Sales Managers, Sales associates, CSM, Finance

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

What?

Expected Completion

Completed

Change Pencil Working # down

7/30/19

✓

Change Pencil to reflect all products

7/30/19

✓

Maintain Weekly Performance Meetings

Weekly

✓

Train Sales Staff daily

Daily

✓
