



Financial Management Action Plan Homework

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

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Academy Class #: N355

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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 balance sales comm/incentives starting 8/1/19 - 8/31/19

How do you plan to achieve your goal: To reduce sales comm/incentives it will take a overall look at weekly & monthly bonuses that are put out by General mgr.

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

Progress will be tracked thru CDK to fall in line of 25-28% of sales gross, ytd we have been running much higher and has been a issue w corporate.

The benefits of achieving this goal will be:

Will be to not overcompensate staff & increasing store net profit to fall into guide. Currently we our well over

Take Action!

Potential Obstacles

Potential Solutions

Upset sales staff

more volume

shortcuts

higher

grosses

turnover

more ft end product sold

Who on you staff will need to be involved to accomplish this goal: Sales people/Sales mgrs.

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

What?

Expected Completion

Completed

To be able to hold more front end gross

every deal

To train more on paint/fabric sales 1200 available ft end profit **daily exercise**

To come up with a tier bonus plan

8-1/8-31

To involve sales to understand guidelines

8/19

Process train desking deals to hold more gross