Financial Management Objective Homework

Student Class #	Detwiler	**Name:**	N326	**Academy**

I plan to accomplish the following objective by our next class on: | July 24th 2017 | ***by***

Provide the relevant composite data

Department	Month	Page	Column
New Car Dept	March	7	5A

Action plan for achieving objective
What is the area of focus?
My area of focus is on the new car inventory. Our current inventory level is out of control for the units are currently selling.
What is the proposed plan? How will you achieve it?
My proposed plan is 3 parts. #1 Be involved when the manufacturer comes to do the monthly wholesale #2 Make an effort to be involved in the ordering process to make sure we have the quickest turning inventory possible. #3 Revamp our Dealer trade philosophy – We need to do some OUT only trades to catch up, and when we do take something back it has to be something we can use.
How will you track your progress? What measurements, KPI's? How often will you track?
I will track out progress monthly when I get the financial on the 4th of the month, and then verify my numbers against the 20 group composite.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
I will have to get all the managers on board for the wholesale, to make sure we don't over commit. Next, I will have a meeting with our team from Vauto's Conquest and our vendor

that orders new inventory to get everyone on the same page. My final and most difficult move will be to change the dealer trade process – My D.T. Clerk has been with us a long time and not taking cars back might hurt some feelings with the other dealers she trades with, but she's going to have to get over it!
Is there a cost, or estimated cost for implementation?
There is no real cost in my plan, just communication and sticking to the plan.
Projected date of completion? I would like to be in line with the guide by 1-1-18

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