



Financial Management Action Plan Homework

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

Student Name: Sammy Hayes Academy Class #: 357

Composite Data Reference: Depart: July Page: 1 Column: 5 Line: 13

GOAL WRITING

Example: I decrease my 5K run time from 30 minutes to 21 minutes by June 15, 2019.

What is your Goal? Increase operating profit before net additions & deductions
from? -.61 to? .5 by? 12/19

How do you plan to achieve your goal:

Bring Awareness to all department heads that we are NOT
profitable without net additions/dealer cash. Our SMART goal
will be define monthly by department.

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

We will track each department monthly by using the
composite & measure performance based on each
department head game plan.

The benefits of achieving this goal will be:

Increase Net profit/balance sheet

Take Action!

Potential Obstacles

Potential Solutions

Buy IN

Educate/Training

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

All Department Managers

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

What?

Expected Completion

Completed

- Increase PNVs Avg from
\$ 131 to \$ 350

10/19

- Increase total used
vehicle gross from \$ 1360
to \$ 1650

10/19

