



ACADEMY

### 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? I want to decrease the floor plan expenses  
from? 42K<sup>a month</sup> to? 30K a month or lower by? 12-31-19

How do you plan to achieve your goal:

Going to strategically take Inventory from the factory,  
come up w/ a sales plan to move older Inventory  
first.

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

Going to log previous sales & time to sale, Then order  
units based on fast moving inventory and stock those  
units.

The benefits of achieving this goal will be:

1<sup>st</sup> - Will have the Inventory the customers wants here to sell.  
2<sup>nd</sup> - By turning units faster it will become a floor plan credit  
versus an expense.

Take Action!

Potential Obstacles

Current wrong Inventory

Potential Solutions

Sales Spilt to move It

