



Financial Management Action Plan Homework

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

Student Name: Anthony Calbene Academy Class #: 350

Composite Data Reference: Depart: Variable/Sales Page: 6 Column: 6 Line: B

GOAL WRITING

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

What is your Goal? INCREASE new vehicle turn rate
from? 2.69 to? 6 by? December 2019

How do you plan to achieve your goal:

Constant monitoring of inventory - put oldest vehicles in showroom -
utilize loaner process more effectively - spill aged cars -
analyze sales v. inventory to stock more effectively - dealer swap when
necessary

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

Run #s 2x per month - advertise shift accordingly - look at
composite when statement is run.

The benefits of achieving this goal will be:

FREE UP FROZEN CAPITAL, DIMINISH FLOOR PLAN EXPENSE,
ALLOW PURCHASE OF ADDITIONAL PO inventory

Take Action!

Potential Obstacles

MANUFACTURER PRESSURE

Potential Solutions

TALK w/REP

SALES STAFF CONCERNED
ABOUT SELECTION

RESULTS

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

GSM, SALES MANAGERS, SALES STAFF

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

What?	Expected Completion	Completed
MOVE APPROPRIATE INVENTORY TO CTP	7/1, 8/1, 9/1	✓ ongoing
PROPERLY DISPLAY AGED INV.	7/1	✓ ongoing
ADJUST ORDER CONSENSUS AND PIPELINE	8/1, 9/1	✓
STEAK ALLOCATION FROM GMC CHANNELS	8/1	✓