



Financial Management Objective Homework

**Student
Class #**

Mary knapp

Name:

322

Academy

***I plan to accomplish the following objective
our next class on:***

UCD F&I per gross increase to 1500.00 per unit
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by

**Provide the relevant
composite data**

Department	Mont h	Page	Colum n
Used Car Dept.	Dec	19	12

Action plan for achieving objective
What is the area of focus? Used car department F&I gross,
What is the proposed plan? How will you achieve it? The plan is to increase the current 1292.00 per unit to 1500.00 per unit. I plan to, in conjunction with the Used Car Manager, meet with the UCD F&I people on a daily basis, reviewing each deal. Necessitating communication between the 2 F&I mgrs..
How will you track your progress? What measurements, KPI's? How often will you track? Track on a tracking board, weekly per all deals delivered. Looking at all cash deals, could they have been flipped and could we have saved gross by asking for more on warranties etc. ie. No discounting.
Who are the employees that will be involved, or impacted? Will they require training or assistance? 2 of the UCD F&I, Karen and Peter. They will possibly require training on teamwork if they do not get the importance of reviewing each deal together and drawing on the others'

expertise.
Is there a cost, or estimated cost for implementation? Should not be a cost involved unless one of them has to be dismissed.
Projected date of completion? June 1, 2017

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