



Financial Management Objective Homework

**Student
Class #**

GABRIEL SALCEDO

Name:

N326

Academy

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

NOVEMBER 13 2017

by

**Provide the relevant
composite data**

Department	Month	Page	Column
USED CARS	JUNE	18	5

Action plan for achieving objective
<p>What is the area of focus? To increase total unit sales of used cars and maintain current profit. While raising internal labor rate to generate more profit for the house.</p>
<p>What is the proposed plan? To hired a used car manager to stay current with our own market condition and demands for the vehicles we sell the most. How will you achieve it? We hired a used car manager and we have current technology available to help us track what we sell and what we need. We also promoted an attendant to specifically stay on top of used car reconditioning. We also created a bonus plan for service foreman to cut reconditioning time and demand turnaround time in 3 days.</p>
<p>How will you track your progress? What measurements, KPI's? How often will you track? Progress will be tracked weekly. We will know exact inventory, we will know average cost per car to match what we sell.</p>
<p>Who are the employees that will be involved, or impacted? Will they</p>

require training or assistance?

The employees responsible for it will be Rajon Lewis as the buyer, Roberto as the lot man for display and physical conditions of cars, Luis service foreman to assure quick turnaround in reconditioning. And myself to ensure the process takes place.

Is there a cost, or estimated cost for implementation? Added a used car manager \$90,000 a year salary plus performance bonus for the used car manager. Also bonus for getting used cars prep within 72 hours.

Projected date of completion? November 2017

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