



Financial Management Objective Homework

**Student
Class #**

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Name:

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Academy

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

by

**Provide the relevant
composite data**

Department	Mont h	Page	Colum n
Sales	june	21	A

Action plan for achieving objective
What is the area of focus? Frozen capital, Inventory days supply, days in inventory
What is the proposed plan? How will you achieve it? Sales managers pay plan change to incentivize gain and add consequence for loses. Current pay plan only rewards sales volume and does not take into account unwinds of deals, wholesale losses and number of days supply of used inventory.
We will have a fixed 90 day used car turn. Inasmuch sales managers will not over advance on trades they do not feel they can move within 90 days and will also be responsible for obtaining all stips up front which will decrease frozen capital and days to fund.
How will you track your progress? What measurements, KPI's? How often will you track?
Progress must be tracked by number of aged units over 90 days and wholesale and used car sales. Current 90 day inventory is 450,000. Goal in 3 months is to cut 90 day aged inventory in half.

Who are the employees that will be involved, or impacted? Will they require training or assistance?

Used car sales manager, F & I manager

Is there a cost, or estimated cost for implementation?

No cost to implementation. However we will use "Trade Rev" to assist in saling wholesale inventory.

Projected date of completion? October 2017

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