



Financial Management Objective Homework

**Student
Class #**

BLAKE DUNNAHOO

Name:

326

Academy

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

PARTS WHOLESAL E INCREASE %

by

**Provide the relevant
composite data**

Department	Month	Page	Column
PARTS	MARCH	40	8

Action plan for achieving objective
What is the area of focus? PARTS WHOLESAL INCREASE OPPERTUNITIES
What is the proposed plan? How will you achieve it?
TO ID INCONSISTANCIES THAT EFFECT WHOLESAL GROSS PROFIT % BY ANALYZING COUNTER INVOICES FOR PROPER PRICING & CUSTOMER TYPES
How will you track your progress? What measurements, KPI's? How often will you track?
DOC SHEETS, FINANCIAL STATEMENT & COMPOSITE. GROSS % WEEKLY LOOK AT!
Who are the employees that will be involved, or impacted? Will they require training or assistance?
PARTS MGR & PARTS EMPLOYEES
Is there a cost, or estimated cost for implementation? \$0
Projected date of completion? IMPLEMENTED JUNE 23, WILL TRACK WITH PARTS DIRECTOR TILL DEC. 2017

Jan.	Feb.	March	April	May	June 18.97%
July 23.28%	Aug.	Sept.	Oct.	Nov.	Dec.

WE LOOKED AT PULLING THE DEALER TO DEALER (D2D) WHOLESALING OUT OF THE PARTS WHOLESALING TO SEE A TRUE WHOLESALING % & INCREASE THE % FOR OUR ABILENE DCJR STORE.