



## Financial Management Objective Homework

**Student  
Class #**

Nathan Fredricks

**Name:**

322
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**Academy**

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

March 20 <sup>th</sup> 2017
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**by**

**Provide the relevant  
composite data**

Department	Month	Page	Column
New Vehicle	February	8	11C

<b>Action plan for achieving objective</b>
<b>What is the area of focus?</b> Cut the current PNVS loss in half (negative \$232) current performance negative \$461
<b>What is the proposed plan? How will you achieve it?</b> Monitor desking activity to maximize gross. Increase Commercial Sales with an outside Sales Advisor. Manage Floor plan expense to a 60 day supply. Focus on F&I process to increase back end gross. Work with new advertising agency to produce a greater ROI on adverting dollars spent.
<b>How will you track your progress? What measurements, KPI's? How often will you track?</b> I track back and front end gross daily, weekly and monthly I monitor floor plan expense and inventory levels weekly and monthly
<b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b> GSM - Howie Zimmerman New Vehicle Manager - Brandon Clay
<b>Is there a cost, or estimated cost for implementation?</b> No additional cost.
<b>Projected date of completion?</b> February 28th

<b>Jan.</b>	<b>Feb.</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>
<b>July</b>	<b>Aug.</b>	<b>Sept.</b>	<b>Oct.</b>	<b>Nov.</b>	<b>Dec.</b>