



Financial Management Action Plan Homework

Homework is due the Monday of the week before you return for Parts Class

Student Name: _____ ROBERT SEMPREVIVO _____ **Academy**
Class #: _____ 346 _____

Composite Data Reference: Depart: _____ SERVICE _____ **Page:** _____ **Column:** _____
Line: _____

GOAL WRITING

Example: I decrease my 5K run time from 30 minutes to 21 minutes by June 15, 2019.

What is your Goal? _Increase service

gross. _____ **from?**
_____ \$180,000 _____ **to?** _____ \$200,000 _____ **by?**
_____ JULY 2019 _____

How do you plan to achieve your goal:

_____ We plan to increase help/porters in the service drive to free up time for service advisors to have more time to sell. _____

How will you track your progress? What measurements, KPI's? (think about current vs past measures)

Track advisors hours per RO. We use a service gross tracker and will continue to do so. Also run op code reports to track cdm and

cdr. _____

The benefits of achieving this goal will be:

_____ **By advisors selling more we will be making more gross which will help the bottom line.** _____

Take Action!

Potential Obstacles	Potential Solutions
Watch discounts _____	_____
_to many coupons _____	_____
_Right work to right tech _____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Who on you staff will need to be involved to accomplish this goal:

_____ **Porters, Advisors, Service Manager, General Manager** _____

Specific Action Steps: *What steps need to be taken to get you to your goal?*

What?	Expected Completion
Completed	
Hold meetings _____	1/1/2019 _____
_Make sure evrryone knows goals _____	1/1/2019 _____
_____	_____
_____	_____
