

## Financial Management Action Plan Homework

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

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Composite Data Reference: Depart: New Page: A Column: 8 Line: 12

### GOAL WRITING

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

What is your Goal? Retain NV Market Share deficiency of - 9.01% From 2018-2019  
 from? - 9.01% to? - 5.0% by? Dec 31 2019

How do you plan to achieve your goal:

To Decrease the deficiency of 9.01% or 175 NV units we would  
Increase NV Sales 98 units Above the 4<sup>th</sup> Quarter objective or  
32.6 units Oct thru Dec 2019.

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

1. Daily NV Count - 8.27 NV Per Operating Day, ② NV Close Rate  
Above 36% of Floor Traffic, ③ 80% Demo on NV clients, ④  
100% MGR on NV clients. we will track via baneday / Daily!

The benefits of achieving this goal will be:

1. Increased Sales Efficiency with Manufacturer. From 90% to 95%  
2. Increased N.V. Turn Rate  
3. Increased Gross & Net Profit

Take Action!

Potential Obstacles

Base Mobilization

Potential Solutions

Increased Int Advertising  
Outside of P.M.A.

Increased objective N6

Loss of Staff

Weather Restraints

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V.E.P. Enhancement

Attrition Plan / Dual Role's

All of the Above

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\_\_\_\_\_

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

GM/GSM, Sales MGRS, Sales Staff, BDC, VEP, Internet Team.

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

What?	Expected Completion	Completed
<u>32.6 NV units Above 216</u>	<u>OCT 2019 M/E</u>	_____
<u>32.6 NV units Above Nov obj</u>	<u>NOV 2019 M/E</u>	_____
<u>32.6 NV units Above Dec obj</u>	<u>DEC 2019 M/E</u>	_____
_____	_____	_____
_____	_____	_____
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