



Financial Management Action Plan Homework

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

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GOAL WRITING

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

What is your Goal? My goal is to increase my used car sale volume by 75%

from? Dec 19 to? June 20 by? _____

How do you plan to achieve your goal:

I plan to achieve my goal by stocking vehicles with a lower overall average cost. Improve appraisal and purchase procedures to be invested in vehicles at the right price. This will allow us to not skip on what could be deemed unnecessary repairs. By doing this we will widen our demographic by having vehicles at a better price point. Plus our salespeople will be more confident in selling used vehicles because they will know they have been thoroughly inspected and repaired.

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

I will measure my progress by observing our inventory turns, my GROI, as well as my Internal GP on the fixed operations side. By seeing an increase in the numbers across the board in these categories, it should it turn mean that my plan is working.

The benefits of achieving this goal will be:

The benefits in achieving this goal will be increase turns in pre-owned inventory, which ultimately will help with growing future sales. The more cars on the road from our dealership will potentially bring in more traffic. We will see an increase in F&I gross, and while the average Front End gross should take a dip the profit generated by the increase in sales will surpass current gross on used. With the increase in profit from the used car department and fixed operations from the increase in PDI's we should also be in a better cash position to grow our operation and an increase in absorption*.

(*) plan is not to increase absorption, but it is a benefit that should not be overlooked.

Take Action!

Potential Obstacles

Employee buy In

Reputation history

Finding the vehicles we want

Service PDI time frame

Potential Solutions

Show formula for benefit of increased sales

Create stronger social media presence for Pre-Owned

Expand auction search area & work with more wholesalers

MWF work after closing just on pre-owned

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

In order for this process to really work, we will need 100% buy in. From the sales mangers both new and used, the salespeople, service & parts manager, with an increased flow of used cars, the fixed managers will need to have a sense of urgency to help get vehicles through the PDI process.

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

What?	Expected Completion	Completed
Instate an appraisal repair matrix	END OF YEAR	
Adjust wholesale policies	END OF YEAR	
Pre-Owned specific Sales training	ON-GOING	
Review PDI process	END OF YEAR	
Stock correct vehicles	JAN 20	