



Financial Management Objective Homework

Student Class # Oscar Naranjo III
Name: **Academy** N328

I plan to accomplish the following objective our next class on:
Goal is 90% by year end.
by

Provide the relevant composite data

Department	Mont h	Page	Colum n
Expense Absorption	June	D	7

Action plan for achieving objective
What is the area of focus?
Total absorption. Having Service, Parts, Used Cars cover all dealership expenses.
What is the proposed plan? How will you achieve it?
Reduction of Semi Fixed Expenses. Outside service, Reallocation of Corporate expenses.
Increase Fixed Throughput(service,Parts) Improve Used car PVR
How will you track your progress? What measurements, KPI's? How often will you track?
Scorecard tracked weekly... Measures Gross, PVR, and expense trend.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
Sales managers, Service and Parts Manager
Is there a cost, or estimated cost for implementation?
No cost or training involved.
Projected date of completion? By year end.

Jan.	Feb.	March	April	May 71.80	June 83.07
July	Aug.	Sept.	Oct.	Nov.	Dec.