



Financial Management Objective Homework

**Student
Class #**

| |
|----------|
| Ray Soto |
| |
| |

Name:

| |
|-----|
| 322 |
|-----|

Academy

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

| |
|-------------------|
| 50 used per month |
| |
| |

by

**Provide the relevant
composite data**

| Department | Mont h | Page | Colum n |
|------------|-----------|------|------------|
| Used | Mar h | 20 | 1 |
| | | | |

| Action plan for achieving objective |
|---|
| What is the area of focus? |
| Increase used to 50 per month |
| What is the proposed plan? How will you achieve it? |
| Change sales pay plan, train sales on selling used cars, Walkaround everyday, Virtual Lot walks and lot walks, desking training, I will run the desk more often |
| How will you track your progress? What measurements, KPI's? How often will you track? |
| Used units sold per month. |
| Who are the employees that will be involved, or impacted? Will they require training or assistance? |
| All Sales management, all sales people, and myself |
| Is there a cost, or estimated cost for implementation? |
| No extra |
| Projected date of completion? March 2017 |

| | | | | | |
|-------------|-------------|--------------|--------------|-------------|-------------|
| Jan. | Feb. | March | April | May | June |
| July | Aug. | Sept. | Oct. | Nov. | Dec. |