



## Financial Management Objective Homework

**Student Class #** Kevin Floroplus **Name:** N327 **Academy**

*I plan to accomplish the following objective our next class on:* August 13, 2017 **by**

**Provide the relevant composite data**

Department	Month	Page	Column
All			

<b>Action plan for achieving objective</b>
<b>What is the area of focus? Improve our ability to track and challenge sales, F&amp;I, Service and Parts managers to manage their monthly performance versus objectives on a real-time basis related to Units sold, Front and Back Gross, Contracts in transits, and profitability of service and parts</b>
<b>What is the proposed plan? How will you achieve it? Utilization of the Pace Report slightly modified. I will update pace report 3-4 times per week and provide data to managers and comments on areas to focus along with recognition for area's doing well.</b>
<b>How will you track your progress? What measurements, KPI's? How often will you track?</b>
Pace report spreadsheet provided at last class. 3-4 times per week
<b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b>
All Sales, F&I, Parts and Service Managers, Yes I will provide training and updates

<b>Is there a cost, or estimated cost for implementation? NO</b>
<b>Projected date of completion?</b>

<b>Jan.</b>	<b>Feb.</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>
<b>July</b>	<b>Aug.</b>	<b>Sept.</b>	<b>Oct.</b>	<b>Nov.</b>	<b>Dec.</b>