



Financial Management Objective Homework

Student **Name:** **Academy**
Class #

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

Provide the relevant composite data

Department	Month	Page	Column
New vehicle department	April	8	3

Action plan for achieving objective
What is the area of focus?
Increase of new car front end gross by \$188 from first quarter
What is the proposed plan? How will you achieve it?
We are looking to increase our front end gross on new vehicles by \$188. We will set month objectives and look for gradual increases over the next couple of months. We are looking exceed the projected goal each month. We will track the desk manager and how much discount he gives per pencil. We will monitor pricing weekly to make sure we are in-line with the market. We will role play and train sales people on a weekly basis on how to overcome price objections. We will also look to hold money on trades 100% of time to ensure we are maximizing the front end of each deal.
How will you track your progress? What measurements, KPI's? How often will you track?
We will audit acvs-making sure we are holding money on trades also if we did not appraise the vehicle correctly. We are going to spot check deals before the go into the business office and also coming out of the business office. Want to make sure the deals match up to the pencil. We will have a gross profit detail report emailed to all managers every night which will show them where they are in relationship to projections and where the stand against the other managers. We will also send

out a daily tracker of front actuals vs gross projection on deals booked and finalized-it will show where we are vs projections every day plus and minus. This will also be tracked on a daily basis. You will see the attached sheet which will also go into greater detail.

Who are the employees that will be involved, or impacted? Will they require training or assistance?

Matt leaman-gms Chris Chapman Lead Desk Manager and the rest of the sales managers

Is there a cost, or estimated cost for implementation?

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Projected date of completion? July 31st

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