



## Financial Management Objective Homework

**Student  
Class #**

PATRICK MCINROY

**Name:**

A01

**Academy**

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

**Provide the relevant  
composite data**

Department	Month	Page	Column
ASSETS	06/17	1	5

<b>Action plan for achieving objective</b>
<b>What is the area of focus? C.I.T's</b>
<b>What is the proposed plan? How will you achieve it? TO MINIMIZE THE TIME FRAME FOR CONTRACTS IN TRANSIT. GET THE MONEY IN HOUSE QUICKER. HAVE ALL STIPULATIONS FOR DEALS UP FRONT AT TIME OF DELIVERY. IN CASES WHERE IT MIGHT BE AFTER HOURS OR A OUT OF STATE CO-BUYER, WE WILL HOLD THE CAR UNTIL WE HAVE ALL DOCUMENTATION (BANK STIPULATIONS) IN HOUSE.</b>
<b>How will you track your progress? What measurements, KPI's? How often will you track?</b>
WE HAVE DAILY MANAGERS MEETINGS EVERY MORNING. WE NOW INCLUDE OUR OFFICE MANAGER, EVERY MORNING. WE INCORPORATE CONTRACTS IN TRANSIT,

AND PENDING DEALS INTO THIS MEETING EVERYDAY. WE RUN A CIT DAILY, AND ATTACH FUNDING NOTICES TO IT THROUGH OUT THE DAY FOR IN PREPORATION FOR THE NEXT DAYS MEETING AND TO TRACK WHERE WE ARE AT.

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

ACCOUNT MANAGER, ALL FINANCE MANAGERS, GM, GSM. THE ONLY TRAINING IT WILL REQUIRE IS TO GET IN THE ROUTINE OF TALKING ABOUT CIT'S EVERYDAY AND FOLLOWING THE NEW PROCESS.

**Is there a cost, or estimated cost for implementation? THERE IS NO COST ASSOCIATED WITH THIS PROCESS, BUT WILL DEFINETLY SAVE US A LOT OF MONEY TO COLLECT THE MONEY QUICKER!**

**Projected date of completion? WE HAVE STARTED OUR NEW CIT PROCESS, AND HAVE ALREADY SEEN A DIFFERENCE. WE WILL CONTINUE TO FOLLOW THE PROCESS, AND DEFINETLY BECOME MORE PROFICIENT WHEN IT COMES TO CIT'S. THIS IS AN ON GOING PROJECT THAT WILL BE MANAGED EVERYDAY.**

<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>