

Financial Management Action Plan Homework

Homework is due the Monday of the week before you return for Parts Class

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GOAL WRITING

Example: I decrease my 5K run time from 30 minutes to 21 minutes by June 15, 2019.

What is your Goal? TO INCREASE LABOUR GROSS %
 from? 68.47% to? 73% by? END OF QTR 1 2020

How do you plan to achieve your goal:

- BETTER DISPATCHING TO CORRECT TECHNICIANS * INCREASE ELA BY ADDITIONAL SALES
- REVIEW LABOUR MIXIT TO MAXIMIZE GROSS % - BETTER MPUE PROCESS
- REVIEW + CHANGE THE LABOR TIMES TO ENSURE RIGHT LABOR GROSS %

How will you track your progress? What measurements, KPI's? (think about current vs past measures)

DAILY REVIEW OF LABOUR GROSSES BY REPAIR ORDER WITH SERVICE MANAGER
MONITOR KEY INDICATORS SUCH AS HPRO, ELA & TICKET AVERAGES

The benefits of achieving this goal will be:

MOVING THE GROSS PROFIT % UP ABOUT 5% POINTS WILL YIELD AN ADDITIONAL 65,449 ANNUALLY IN G/P.

Take Action!

Potential Obstacles

TECHNICAL INCREASED WORKER
ADVISED DISCOUNTS

Potential Solutions

FIXED % ROLLOVER PLAN
PASSWORD FOR DISCOUNTING

HIGH MAINTENANCE SALES

OK if % is low, if more & increased

HIGH TIRE SALES

review LABOR TIMES + DISPATCH FEES

~~REVENUE~~

Who on your staff will need to be involved to accomplish this goal:

SERVICE MANAGER + FIXED OPERATIONS Director

Specific Action Steps: What steps need to be taken to get you to your goal?

What?	Expected Completion	Completed
REVIEW LABOR MATRIX	1/15/2020	
Get up better DISPATCH PAY PER SCALE	1/15/2020	
REVIEW LABOR TIMES PAID TO TEARS	1/15/2020	