



## Financial Management Objective Homework

**Student  
Class #**

Robert Milner

**Name:**

324-4  
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**Academy**

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

Service Gross to Sales  
to 10%

**by**

**Provide the relevant  
composite data**

Department	Mont h	Page	Colum n
Service	May	29	9B

<b>Action plan for achieving objective</b>	
<b>What is the area of focus?</b>	<b>Service Net to Gross</b>
<b>What is the proposed plan? How will you achieve it?</b>	Change Service Manager. Reduce support to productive ratio. Improve Tech Proficiency
<b>How will you track your progress? What measurements, KPI's? How often will you track?</b>	Personnel Expense %. Gross to sales %. Hours sold vs. Hours available. Hours per day break even point.
<b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b>	All Service dept. employees. Yes. Advisor walk around training
<b>Is there a cost, or estimated cost for implementation?</b>	No cost
<b>Projected date of completion?</b>	<b>June 30, 2017</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>