



Financial Management Objective Homework

**Student
Class #**

ALEX UTZ

Name:

Academy

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

INCREASE USED CAR GROSS

by

**Provide the relevant
composite data**

Department	Month	Page	Column	
USED VEHICLE GROSS	JUNE	18	3	

Action plan for achieving objective
What is the area of focus?
USED CAR VEHICLE GROSS
What is the proposed plan? How will you achieve it?
MONITOR 3 DAY TURN IN THE SHOP, DAILY PRICING UPDATES, REVIEW OD SRP' AND VDP'S, PROSPECT SERVICE DRIVE FOR INVENTORY, TRADE WALKS, WALK AGING INVENTORY, PRICE TO MARKET, USED CAR SALES MEETINGS.
How will you track your progress? What measurements, KPI's? How often will you track?
AGING INVENTORY REPORT, SCARCITY REPORT, SRP/VDP REPORT. DAILY GROSS TRACKING LOG, USED CAR SHOP SPREADSHEET.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
USED CAR MGR, INTERNAL ADVISOR, INTERNAL TECH, SERVICE MANAGER, SALES STAFF. TRAINING WILL BE DONE ON A REGULAR BASIS INCLUDING MEETING TO REVIEW KPI'S.
Is there a cost, or estimated cost for implementation?
NO COST ASSOCIATED.

Projected date of completion? TO BE COMPLETED AND REVIEWED AT MONTHS END.

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