



Financial Management Objective Homework

**Student
Class #**

Heath Blanchard

Name:

327

Academy

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

Service

by

**Provide the relevant
composite data**

Department	Month	Page	Column
Used vehicle	June	22	10

Action plan for achieving objective
<p>What is the area of focus?</p> <p>Area of focus is the Used vehicle department, moving the needle on the operating profit.</p>
<p>What is the proposed plan? How will you achieve it?</p> <p>The plan is to move the numbers to a bare minimum of group average. The plan is to focus on the right inventory including the makes and models, the right priced vehicles(having an action plan when we take them in) servicing and Marketing them correctly. The effort will be across the board including , used car manager, service, detail, internet manager and the sales staff.</p>
<p>How will you track your progress? What measurements, KPI's? How often will you track?</p> <p>Progress will be tracked weekly, (tuesday morning management meetings). Measure total inventory dollar amount, average unit cost, days in inventory and also hot moving units. Also looking at avenues to purchase or marketing plans trades. Also looking at the expense reports for the used department on a weekly basis with the used car manager and the office manager.</p>
<p>Who are the employees that will be involved, or impacted? Will they require training or assistance?</p>

The employees involved will be store wide(service manager, detail department, used car manager, internet manager, office manager, sales managers, sales staff.)
Is there a cost, or estimated cost for implementation?
No cost other than possible advertising.
Projected date of completion? 11/1/2017

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