



Financial Management Objective Homework

Student Class # William Dean **Name:** A01 **Academy**

I plan to accomplish the following objective our next class on: August 21, 2017 **by**

Provide the relevant composite data

Department	Month	Page	Column
Total Operation	June	1	12A

Action plan for achieving objective
What is the area of focus? Net to Gross percentage
What is the proposed plan? How will you achieve it?
My Proposed plan is to get that percentage above 30% I will achieve it by managing expenses and
Monitoring that the gross that is generated flows through to the bottom line. We have to also
Generate more gross profit on new cars.
How will you track your progress? What measurements, KPI's? How often will you track?
We will monitor new car gross as well as compensation expense. Total store gross will be vital in
Increasing net to gross.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
Sales managers, finance managers, service manager and Parts manager will be involved with
Accomplishing this goal. They have to manage the profits and manage the compensation of the team
Is there a cost, or estimated cost for implementation?
No additional cost, actually we need to look at what we are currently spending in

areas like advertising

Projected date of completion? September 2017.

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