

**Financial Management Objective Homework**

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I Isaac Peterson

Student Name:

Academy Class # 328

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Increasing ESC % & dollars

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

Department	Month	Page	Column
Finance	Aug	4	5 & 6

Provide the relevant composite data

Action plan for achieving objective
What is the area of focus? Increasing VSC sales dollars and % over 30 days
What is the proposed plan? How will you achieve it? Increase the knowledge of the sales staff on the benefits of VSC sales & both to the customer and themselves.
How will you track your progress? What measurements, KPI's? How often will you track? Track daily and weekly VSC average dollars and warranty penetration. have weekly meeting w/ F&I.
Who are the employees that will be involved, or impacted? Will they require training or assistance? Finance and Sales. We will have to do training focused on warranty "Plugs" and advantages.
Is there a cost, or estimated cost for implementation? -NO-

**Projected date of completion?**

<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> 31 <sup>st</sup> /17	<b>Oct.</b>	<b>Nov.</b>	<b>Dec.</b>