



Financial Management Objective Homework

**Student
Class #**

Lindsey
Haraden

Name:

N-327

Academy

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

December 15, 2017

by

**Provide the relevant
composite data**

| Department | Month | Page | Column |
|------------|-------|------|-----------|
| Finance | July | 27 | 12 A/B |

| Action plan for achieving objective |
|---|
| What is the area of focus? |
| We are focusing on improving gross in our finance department. As well as average PVR. |
| What is the proposed plan? How will you achieve it? |
| We are changing the pay plan. Finance managers are now collectively paid on the total gross profit. |
| The finance department will now be able to rely on each other when deliveries are on their days off and work their scheduled hours. We feel that working as a team will help not only generate higher sales but keep our employees happier in order to yield a higher gross profit. |
| How will you track your progress? What measurements, KPI's? How often will you track? |
| We will measure this each month. We can track our progress by comparing gross profit and average per vehicle retail from month to month. |
| Who are the employees that will be involved, or impacted? Will they require training or assistance? |
| The employees involved will be our finance team. We have 5 professional that do financing at our dealership. We plan to retain on products, make sure everyone is |

maximizing the use of all the products we have available. We think there will be less resistance in the department if they are all paid on the same. We are hoping this will yield more cash conversations as well as better PVR on leases.

Is there a cost, or estimated cost for implementation?

There is no cost to implement this change. If the finance department yields the desired result, we could potentially pay them move commission, however if they are getting paid more, the department as a hold is generating more revenue. This would be a win, for both the dealership and our employees.

Projected date of completion? December 15, 2017

| | | | | | |
|---|-------------|--------------|--------------|---|---|
| Jan. | Feb. | March | April | May GP: 334,364 PVR:787 | June GP: 351,548 PVR: 809 |
| July GP: 353,428 PVR: 817 | Aug. | Sept. | Oct. | Nov. | Dec. |