



Financial Management Objective Homework

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Name: AA001
6 **Academy**

I plan to accomplish the following objective 9-11-17 *by our next class on:*

Provide the relevant composite data

Department	Month	Page	Column
New Car Inventory	June	6	6

Action plan for achieving objective
What is the area of focus? Reduce New car inventory to create less floorplan expenses, Increase new car gross
What is the proposed plan? How will you achieve it? We will order less cars over the next 90 days For new car gross we will pencil every deal at MSRP, re-install deal flow training, and increase our Manager involvement at the beginning of the deal and after first pencil.
How will you track your progress? What measurements, KPI's? How often will you track? I will make the managers print out all of the worksheets from the previous day and we will review them in our 8:30 managers meeting. We will do role play training with the sales team directly after.
Who are the employees that will be involved, or impacted? Will they require training or assistance? All sales pros and managers will be directly affected as this will be a daily training.
Is there a cost, or estimated cost for implementation? There is no estimated cost only time

Projected date of completion? We will do this with expectations of immediate results

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