



Financial Management Objective Homework

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Academy Class # 327

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

Provide the relevant composite data

Variable opps	Month	Page	Column
Use composite	June	18	5

Action plan for achieving objective
What is the area of focus?
Used car Department
What is the proposed plan? How will you achieve it?
Increase number of units sold while increasing turn rate and Gross per car. We will achieve goal by focusing on aging inventory, using all available CRM tools to price vehicles according to market, decrease time to recondition by rewarding service department with time of completion bonus on reconditioning, we hired used car manager to be able to keep up with demand, his objective is to buy the vehicles for our market, appraise trades, oversee the reconditioning time and make sure we have enough inventory
How will you track your progress? What measurements, KPI's? How often will you track?
We will track weekly against prior month
Who are the employees that will be involved, or impacted? Will they require training or assistance?
Gabriel Salcedo GSM, Rajon Lewis Used Car MGR, Roberto Alvarez Lot MGR
Is there a cost, or estimated cost for implementation?
Additional salary for used car manager
Projected date of completion? 90 days

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