NADA ACADEMY

Financial Management Objective Homework

Student Name: PETER ZAGORSKI **Academy** 328 **Class #**

I plan to accomplish the following objective by our next class BY MAY TRACK PROGRESS TO BE GOING ↑ EVERY MONTH **on:**

Provide the relevant composite data

Department	Month	Page	Column
SERVICE	JULY	33	7B

Action plan for achieving objective

What is the area of focus?

SERVICE (CUST PAY) DOLLARS PER R.O.

What is the proposed plan? How will you achieve it?

INCREASE FROM $116 - TO $145 CLASS AVE 126 | SUB B.OC. # 157
MENU SELLING, WALK AROUNDS ON CUST VEHICLE,
TAKING OUT THE TIME TO UPSELL WHEN BUSY

How will you track your progress? What measurements, KPI's? How often will you track?

TRACK IT MONTHLY ON STATEMENT, REYNOLDS REPORT,
SUBARU KPI OF #157

Who are the employees that will be involved, or impacted? Will they require training or assistance?

PROMOTED A NEW SERVICE MANAGER, JOHNATHAN DILLON - WILL
BE ATTENDING SERVICE CLASS IN NOVEMBER

Is there a cost, or estimated cost for implementation?

NO COST. JUST TIME

Projected date of completion? E.O. CLASS MAY 2018

Jan.	Feb.	March	April	May	June

ACTUAL

July	Aug.	Sept.	Oct.	Nov.	Dec.
$116					

WANT — 120 125 130 135 → 145