



Financial Management Objective Homework

Student Class # Selden Wheeler
Name: N327 **Academy**

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

Provide the relevant composite data

Department	Mont h	Page	Colum n
service	April	32	5A

Action plan for achieving objective
What is the area of focus? My area of focus is to increase our retail effective labor rate to 90% of the door rate.
What is the proposed plan? How will you achieve it? This will be achieved in several ways. The first is to evaluate our menu prices and see if I can make a change to our most common maint operations. I will also need to perform audits on random ro's and train the writer to understand how the rate is affected by discounting and overriding labor. MPI reports will also need to be audited in order to determine the effectiveness of the tech and writer. No one line ro's. Pay plans will be reviewed and altered to include a min standard for each writers effective labor rate.
How will you track your progress? What measurements, KPI's? How often will you track?
Our DMS has several reports that will assist. The labor override report, daily writer report and op code effective labor reports will be used to monitor writers. These reports will be run daily to coach writers and address found issues. MPI's will be monitored and tracked manually by auditing.

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

Writers, techs and BDC will be affected. All will need specific training to understand their individual impact on the effective labor rate.

Is there a cost, or estimated cost for implementation? Time and incentives to reach the goal.

Projected date of completion? November 2017

Jan.	Feb.	March	April \$77.99	May \$78.02	June \$78.12
July \$78.30	Aug.	Sept.	Oct.	Nov.	Dec.