



Financial Management Objective Homework

Student Class # Johnny Yanez
Name: A01 **Academy**

I plan to accomplish the following objective August 21,2017 *by our next class on:*

Provide the relevant composite data

Department	Month	Page	Column
Pre-owned			

Action plan for achieving objective
<p>What is the area of focus?</p> <p>Reduce the turn-around time from 9 days to 3 days for pre-owned inventory from the time it is taken in on trade or bought from auction to service to front line ready.</p>
<p>What is the proposed plan? How will you achieve it?</p> <p>My proposed plan will consist of compiling a daily list of the vehicles going through service to keep up flow and expedite the process of getting the pre-owned inventory to the frontline by the 3rd day. I will have daily meetings with the used car manager and the service manager/ service techs to track the status of each vehicle. The way used cars is trending this will fine tune the day to day operation. The average turn time is 9 days to run through service to the front line. 9 days of not being marketed and not sold. By focusing on the turn time from 9 to 3 days we will have less after sale issues, less after sale expenses and less wasted man hours. The R.O. count will increase in service making fixed ops more profitable month after month. Our dealership marketing will improve as well as our online presence in turn we will increase the used car volume.</p>
<p>How will you track your progress? What measurements, KPI's? How often will you track?</p> <p>Daily we will track the progress through Dealer Socket(Inventory Health Report)</p>

Who are the employees that will be involved, or impacted? Will they require training or assistance?
Nick Niglio (Used Car Director) No training required John Troutman (Used Car Manager) No training required Scott Nelson (Service Manager) No training required Jesse Varela(Make ready Manager) No training required
Is there a cost, or estimated cost for implementation?
No cost for the plan
Projected date of completion? Estimated time of completion 45-60 days

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