



Financial Management Objective Homework

**Student
Class #**

Pam Blanchard

Name:

N327-40

Academy

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

10/2/17

by

**Provide the relevant
composite data**

Department	Month	Page	Column
Total dealership & new vehicle	June	A	6C

Action plan for achieving objective

What is the area of focus?

**Focusing on our process in the sales department (as a starting point)
This plan was started mid July. I want to have a concrete process in place and being utilized 100% by the end of September. I want to achieve a process that would be defined as a daily standard for the sales managers. We have implemented 2 new programs (Vauto and Vin Solutions) and our processes that we had in place before these new programs have completely changed.**

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

My first step to implement this new process is making a daily checklist for each of the 2 sales managers we have. We also will need to have a backup process for when that specific manager is out so as the daily duties on this checklist get completed every day. I have asked that each manager turn in their checklist on a daily basis to myself with the items checked off that they have completed.

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

I have asked that each manager turn in their checklist on a daily basis to myself with the items checked off that they have completed. Some examples of what I

will be measuring are...updating Vauto pricing and descriptions (which feed directly to our website), making sure that we have photos of all vehicles on our website, checking our csi/surveys at least 3 times per week, follow up with salespeople, EMI on every deal, etc. The checklist has approximately 20 items for each manager to complete/check off every day. We have also added a save a deal meeting every morning to this list. At the end of every morning meeting, we will discuss how these checklists are working and if we need to change anything. I will also be measuring this by checking websites, CSI, checking status of deals in Vin solutions, etc. I will be tracking this on a daily basis.

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

Both of our sales managers will be involved in these tasks. This will also impact the sales people as we will have clear processes that will be carried out on a daily basis. There will be some training involved as this is a new process and new programs that have been implemented. I personally will be assisting both managers and also filling in to cover their days off and will also be completing this checklist in their absence.

Is there a cost, or estimated cost for implementation?

There is no cost to implement this

Projected date of completion? I plan to have our processes as a daily standard by September 30th

Jan.	Feb.	March	April	May	June
July17th	Aug.	Sept.30th	Oct.	Nov.	Dec.