



Financial Management Objective Homework

**Student
Class #**

Matthew Davis

Name:

N326
15

Academy

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

Increase U/C Gross
Profit & Unit Sales

by

**Provide the relevant
composite data**

Department	Mont h	Page s	Colum ns
Used Cars	June	1 & 3	57 & 2

Action plan for achieving objective
What is the area of focus? Used car sales with both volume and gross profit.
What is the proposed plan? How will you achieve it? Understand current inventory (frozen capital) and how to increase inventory to meet the needs to accomplish the final goal. Utilize the tools we have (V-Auto) and use it to position us to move aged inventory and sell fresh inventory. Buying the vehicles right and cutting losses when vehicles get aged at 90 days.
How will you track your progress? What measurements, KPI's? How often will you track? Sales log tracked on a daily basis. Basing off Priority Group's progress and success. Compare to Sister Honda dealership as well as the two top performing Priority stores (Ches. Toyota & Chevrolet).
Who are the employees that will be involved, or impacted? Will they require training or assistance? Current U/C Manager demoted to sales or separation of employment. Current Finance Director moved to U/C Manager and given a refresher course on V-Auto.
Is there a cost, or estimated cost for implementation? None
Projected date of completion? EOM August 2017

Jan. 70 @ 1188	Feb. 87 @ 1296	March 67 @ 1176	April 93 @ 1235	May 103 @ 1253	June 74 @ 1174
July 79 @ 1410	Aug.	Sept.	Oct.	Nov.	Dec.