



Financial Management Objective Homework

**Student
Class #**

Tony Costanzo

Name:

N328

Academy

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

9/11/17

by

**Provide the relevant
composite data**

Department	Month	Page	Column
F & I	July	9	12

Action plan for achieving objective
What is the area of focus?
Total F & I PVR
What is the proposed plan? How will you achieve it?
To increase PVR by \$150 on both new and used. This will be achieved through greater focus from the desk when penciling and closing deals. Installing a more focused culture among the salespeople to sell products before the F&I interaction. Training F&I to focus on all products, not just warranty and reserve.
How will you track your progress? What measurements, KPI's? How often will you track?
Tracking will be weekly. Individual PVRs will be compared with those at other stores, with a specific breakdown of products sold, reserve, and finance penetration.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
The entire sales and department.
Is there a cost, or estimated cost for implementation?
No financial cost will be involved.

Projected date of completion? 10/1/2017

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