



Financial Management Objective Homework

Student Name:

Mike Hilton

Academy Class #

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

Improve CIT flow through

Provide the relevant composite data

Department	Month	Page	Column
CASH AND RECIEVABLES	APRIL	5	A

Action plan for achieving objective	
What is the area of focus? Improve time and efficiency in getting contracts in transit funded	
What is the proposed plan? How will you achieve it? GET CIT CONTRACTS FUNDED IN LESS THAN 10 DAYS. WE WILL HOLD DAILY CIT MEETINGS, INCREASE DEAL TURN RATE, AND DEVELOP A BETTER SENSE OF URGENCY IN GETTING ISSUES HANDLED. INCREASING THE AMOUNT OF TIME IN WHICH A DEAL GETS TURNED WILL INCREASE FUNDING TIME	
How will you track your progress? What measurements, KPI's? How often will you track?	
COMPOSITE , QLK VIEW MEASURMENTS, CIT LIST. WE WILL TRACK EVERY DAY AND SPECIFICALLY MEASURE 3 TIMES A WEEK, MOMDAY, WED AND FRIDAY TO CHECK PROGRESS DURING WEEK	
Who are the employees that will be involved, or impacted? Will they require training or assistance?	
ALL VARIABLE MANAGERS AND FINANCE MANAGERS. THEY WILL REQUIRING TRAINING IN MAKING SURE ALL STIPS ARE IN THE DEAL ACCORDING TO CALL BACK ,AND MAKE SURE THEY ARE CONSTATLEY CHECKING THE FUNDING STATUS OF DEALS. IT ALL STARTS IN GETTING THE DEAL TURNED IN 3 DAYS.	
Is there a cost, or estimated cost for implementation? NO, NOT TO THE DEALERSHIP	
Projected date of completion? WE HAVE STARTED THIS ALREADY. WE MUST BE BETTER AND MORE EFFICIENT IMMEDIATELY. THIS IS A IMPORTANT SOURCE OF CASH FLOW AND NEEDS TO BE A MAJOR FOCUS .	

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