Financial Management Objective Homework

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I plan to accomplish the following objective by our next class on: January 19th 2018

Provide the relevant composite data

Department	Month	Page	Column
Used Vehicle	July 17	19	10

Action plan for achieving objective
What is the area of focus?
Of our 6 store group, my store has the highest total UV Expense PUVR.
What is the proposed plan? How will you achieve it?
My proposed plan is to find out why this store's UV Expense PUVR is so high in comparison to other stores in our group. I plan to visit the other dealerships in our group and determine what they do differently in their reconditioning and marketing process to achieve a lower total expense PUVR.
How will you track your progress? What measurements, KPI's? How often will you track?
I will track progress through monitoring Used Variable Selling Expense, Used Semi-Fixed Expense, Used Fixed Expense, and Total Used Retail Unit. Numbers will be reviewed with monthly statement; however, processes will be reviewed weekly to try and reel in the high expense we are incurring. $2,771 per copy in expense in July 2017!
Who are the employees that will be involved, or impacted? Will they require training or assistance?
Employees will be our Sales Managers, General Manager, Marketing Director, Dealer Principle, and reconditioning Coordinator. No additional training needed at this time, however, a thorough review of pay plans and pre-owned-marketing

budget will be completed.
Is there a cost, or estimated cost for implementation?
There is no cost for implementation, the goal of this exercise to is reduce expenses without sacrificing product quality or sales volume.
Projected date of completion? January 19th, 2018 (before Variable Ops I – Pre-Owned NADA Course)