



## Financial Management Objective Homework

**Student** Cooper Hopkins **Name:** 328 **Academy**  
**Class #**

*I plan to accomplish the following objective* Increase NEW vehicle sales *by*  
*our next class on:*

**Provide the relevant composite data**

Department	Mont h	Page	Colum n
Variable	June	A	8

<b>Action plan for achieving objective</b>
<b>What is the area of focus? New Vehicle Sales. We are going to surpass 100+ each month.</b>
<b>What is the proposed plan? How will you achieve it? Extensive Chevrolet product training, objection training with sales associates, incentive training with managers. We are going to set new vehicle goals each month for every sales associate and push them to their goals.</b>
<b>How will you track your progress? What measurements, KPI's? How often will you track? I will be tracking daily. I have a nightly sales report that will be filled out. It will show what our goal is; what we are tracking, and where we currently are.</b>
<b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b>
General Sales Manager, Sales Manager, Finance Managers, Internet Managers. They will be required to train 3 days a week with all associates.

**Is there a cost, or estimated cost for implementation? \$0. All managers are currently in the right place. We are not adding sales associate (just need more training). We have the right team, now it is time to push them to their limits to succeed**

**Projected date of completion? September 2017**

<b>Jan.</b>	<b>Feb.</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>
<b>July</b>	<b>Aug.</b>	<b>Sept.</b>	<b>Oct.</b>	<b>Nov.</b>	<b>Dec.</b>