



## Financial Management Objective Homework

**Student** Travis Bachman **Name:** 328 **Academy**  
**Class #**

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

Raise F&I gross per retail unit from \$699 a unit to \$1000

**by**

**Provide the relevant composite data**

Department	Month	Page	Column
Variable Ops	Jul	27	12

<b>Action plan for achieving objective</b>
<b>What is the area of focus?</b>
Sales department
F&I Department gross per unit
<b>What is the proposed plan? How will you achieve it?</b>
- Create fine tailored menus for both F&I managers
- Let salespeople sell products up front in the close
- Weekly training from outside sources
- Figure a way to sell more product on cash deals
<b>How will you track your progress? What measurements, KPI's? How often will you track?</b>
- Measure amount of products per F&I manager or weak spots & gross per unit
- Measure weekly & monthly
<b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b>
- GSM, sales managers, F&I managers, as well as salespeople.
- F&I managers will require most training while salespeople will too.
<b>Is there a cost, or estimated cost for implementation?</b>
Yes, training costs for F&I managers and training material.
<b>Projected date of completion?</b>
- <b>12/31/17</b>

