



Financial Management Objective Homework

Student Class # Ace Connell Jr **Name:** 326 **Academy**

I plan to accomplish the following objective our next class on: sept 18th **by**

Provide the relevant composite data

Department	Month	Page	Column
Finance	Mar	4	32

Action plan for achieving objective
<p>What is the area of focus? To get VSC percentages over 55% and Gap percent over 65%. Resulting in higher grosses for department and the individual.</p>
<p>What is the proposed plan? How will you achieve it? Rely less on reserve from points held, and go for the VSC or GAP sale. Use customer YTM's (you told me) to promote the benefits that are advantageous to that particular customer. Promote the value! Listen to needs and tailor plan, (high mile driver needs more miles with less time, etc.) Bonus percentages paid to those over goal.</p>
<p>How will you track your progress? What measurements, KPI's? How often will you track? Our SourceMetrics spreadsheets will be reviewed individually with each Finance Manager biweekly, and collectively in the F&I group meeting each month.</p>
<p>Who are the employees that will be involved, or impacted? Will they require training or assistance? F&I managers and assistants. Sales Managers/ Floor managers (Those who receive a percent of back-end). Revision of VSC and Gap guidelines and extra training material to help establish value to the customer and why they need that protection.</p>
<p>Is there a cost, or estimated cost for implementation?</p>

Training/Revision material Higher personel expense per person that meets sales percentage goal.
Projected date of completion? Nov 11th

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