



Financial Management Objective Homework

**Student
Class #**

Chad Bouchard

Name:

330-1 7

Academy

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

12.31.18

by

**Provide the relevant
composite data**

Department	Month	Page	Column
Used Car Sales	12	20	6B

Action plan for achieving objective
<p>What is the area of focus? The focus for this WIG is in the used car sales department. With margins</p>
<p>Shrinking more and more on new and used it is important to sell more used vehicles to improve or</p>
<p>Maintain the health of the entire organization.</p>
<p>What is the proposed plan? How will you achieve it? We will improve used car sales by 10% from</p>
<p>17' to 18'. Currently we are tracking 600 used units retailed, at that current trend the goal would be</p>
<p>to go from 600 used units to 660 by the end of 18. We will determine off brand vehicles that we can</p>
<p>Sell and stock them to increase our breath and depth of inventory as well as increase our throughput and get used cars to the front line in a more timely fashion.</p>
<p>How will you track your progress? What measurements, KPI's? How often will you track? I already</p>
<p>track used car sales on a daily basis, so this tracking number will have to be compared with the 10%</p>
<p>daily to determine if the department is on track everyday.</p>
<p>Who are the employees that will be involved, or impacted? Will they require training or assistance?</p>
<p>There all departments involved in reaching this goal. Used car manager, new car</p>

manager, service
manager, service writer, and recon department. They will all need to learn our holding costs and how much we cost ourselves each day a used vehicle isn't in the front line.
Is there a cost, or estimated cost for implementation? If we get our vehicles to the front line quicker
we can eliminate the boarding costs that erode our gross profit in sales.
Projected date of completion? 12.31.18

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