



## Financial Management Objective Homework

**Student Name:** George Sarkis
**Class #:** 
**Name:** 329 **Academy**

*I plan to accomplish the following objective our next class on:*
Oct 16, 2017
**by**

**Provide the relevant composite data**

Department	Month	Page	Column
F& CIT			

Action plan for achieving objective
<b>What is the area of focus?</b>
<b>What is the proposed plan? How will you achieve it?</b>
<b>How will you track your progress? What measurements, KPI's? How often will you track?</b>
<b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b>
<b>Is there a cost, or estimated cost for implementation?</b>
<b>Projected date of completion?</b>

Jan.	Feb.	March	April	May	June
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July	Aug.	Sept.	Oct.	Nov.	Dec.
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*What are is the Focus?*

A. FI - CIT

*What is the proposed plan? How will you achieve it?*

Lexus of Hingham is in a very wealthy, affluent PMA. Big struggle of the store is CIT always about 20+ with less than 5% of deals being subprime.

The plan is to get CIT under 7 days no if ands or buts.

*We will achieve this by doing the following:*

1. CIT Meeting every Monday and Friday.
2. When business manager finishes deal, he is required to book the deal in CDK then immediately bring the deal to sales desk for GSM to review deal to make sure everything is correct (second set of eyes)
3. Once reviewed by GSM and all is correct he then will bring the deal up to accounting Immediately!

*How will we track progress?*

Progress will be tracked on weekly meetings Monday and Friday. We will begin to measure and see what kind of improvement we are having. In this meeting will be GM, Comptroller, GSM, Payoff clerk, FI Director. Together we can discuss to see what deals funded within 7 days and why. Once we figure out the "why" then we have a solution.

I feel this will take a good 90 days to see a movement but it's so critical that first and foremost we tighten the paperwork and process because we are losing days from sloppy paperwork and deals just sitting in the business office when they should be upstairs with accounting!

Thanks,

George Sarkis

General Manager

Lexus of Hingham

