



Financial Management Objective Homework

Student Class # Matthew Kowalski **Name:** N331 **Academy**

I plan to accomplish the following objective our next class on: First class in 2018 **by**

Provide the relevant composite data

Department	Month	Page	Column
F&I	Sept	27	12

Action plan for achieving objective
<p>What is the area of focus?</p> <p>Area of focus is F&I gross profit - specifically increasing finance product sales to increase gross. Our gross is one of the lowest in the class at only \$629/car total.</p>
<p>What is the proposed plan? How will you achieve it?</p> <p>Continue training this month with our finance trainer and salespeople. Start weekly Saturday morning training time for F&I focusing on seed planting throughout the process. We will also have either me or my sales manager go over F&I menus with each guest.</p> <p>Goal is to increase total store PVR by \$75 each month through end of year. \$700 PVR for October, \$775 November, and \$850 in December.</p> <p>Product penetration to increase from 60% current to 65% this month, 70% Nov, 75% Dec. (minimum)</p>
<p>How will you track your progress? What measurements, KPI's? How often will you track?</p> <p>Weekly tracking of PVR and product percentages with salespeople. Also will recap each menu presentation after the fact to go over successes and areas of opportunity.</p>
<p>Who are the employees that will be involved, or impacted? Will they require training or assistance?</p> <p>All salespeople will require training and are currently receiving it this month from F&I trainer. Will also receive training on Saturday mornings from me.</p>
<p>Is there a cost, or estimated cost for implementation?</p>

No cost - finance training is part of corporate staff.

Projected date of completion?

Finance trainer will go to different store at end of the month, but Saturday trainings will continue through the end of the year (and possibly beyond).

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