



Financial Management Objective Homework

**Student
Class #**

Eric Curran

Name:

N330

Academy

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

Nov 13, 2017

by

**Provide the relevant
composite data**

Department	Mont h	Page	Colum n
Parts	7	39	7B

Action plan for achieving objective
What is the area of focus?
Parts sales counter
What is the proposed plan? How will you achieve it? To increase our gross profit % return on sales by 10%. We will accomplish this by teaching the counter sales team to hold price without offering automatic discounts and building better relationships with the customers.
How will you track your progress? What measurements, KPI's? How often will you track?
We will set weekly goals and review in each weekly meeting using the NADA guide of 41% return. We have a long way to go.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
The parts manager and the sales counter team. We will implement sales training and relationship building skills.
Is there a cost, or estimated cost for implementation?
The cost will be time spent sitting with them teaching them how to sell, not just

take orders

Projected date of completion?11-13-2017
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Jan.	Feb.	March	April	May	June
July	Aug.	Sept.	Oct.	Nov.	Dec.