



Financial Management Objective Homework

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Name: 329 **Academy**

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I plan to accomplish the following objective 10/16/17 *by our next class on:* **by**

Provide the relevant composite data

Department	Month	Page	Column
Used Sales	August	18	3B

Action plan for achieving objective
What is the area of focus?
Increasing Used Car Front End Gross Profite
What is the proposed plan? How will you achieve it?
Less negotiating off advertised price, increase after sale and turn vehicles quicker.
How will you track your progress? What measurements, KPI's? How often will you track?
Weekly, Week end management report
Who are the employees that will be involved, or impacted? Will they require training or assistance?
All salespeople and all sales management staff. Will retrain with word tracks.
Is there a cost, or estimated cost for implementation?
Zero Cost.
Projected date of completion?12/31/17

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