



## Financial Management Objective Homework

**Student Class #** John DeMasso **Name:** N331 **Academy**

***I plan to accomplish the following objective our next class on:*** November 27, 2017 **by**

**Provide the relevant composite data**

Department	Month	Page	Column
Used Veh Gross w/o fi	09	18	3C

<b>Action plan for achieving objective</b>
<p><b>What is the area of focus?</b> Our area of focus will be to move used vehicle gross w/o F&amp;I \$200.</p>
<p><b>What is the proposed plan? How will you achieve it?</b> We plan on achieving our goal by following a new process for all trade appraisals and trade walks with the customer.</p>
<p><b>How will you track your progress? What measurements, KPI's? How often will you track?</b> We will track the progress as part of our weekly Monday morning meetings. Daily progress will also be tracked for our desk and floor managers.</p>
<p><b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b> Sales staff will be trained and instructed in our new process, as well as desk and floor managers.</p>
<p><b>Is there a cost, or estimated cost for implementation?</b> There will be no added expense just utilization of current programs.</p>
<p><b>Projected date of completion? November 30, 2017</b></p>

<b>Jan.</b>	<b>Feb.</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>
<b>July</b>	<b>Aug.</b>	<b>Sept.</b>	<b>Oct.</b>	<b>Nov.</b> <b>x</b>	<b>Dec.</b>