



Financial Management Objective Homework

Student Class # Derek Blasing **Name:** 329 **Academy**

I plan to accomplish the following objective our next class on: Service Labor Rates **by**

Provide the relevant composite data

Department	Month	Page	Column
Service	9	5	4

Action plan for achieving objective
<p>What is the area of focus? Increase Labor Sales to increase the Fixed Absorption Rate.</p>
<p>What is the proposed plan? How will you achieve it? Increase the Door Rate and Internal Rate. Internal will be close to Customer Pay. Internal (\$115) CP(\$130) Have a full staff of Techs to keep up with the work and finishing the work quicker.</p>
<p>How will you track your progress? What measurements, KPI's? How often will you track? I'm going to watch Labor Sales and Gross. View Tech hours compare to previous months. Track Internal Sales. I'm going to track this every day. I'm going to review my Effective Labor Rate. Average Labor per RO. The goal is to Increase ELR, Revenue, and Fixed Absorption.</p>
<p>Who are the employees that will be involved, or impacted? Will they require training or assistance? Service Manager, Service Advisor, and Techs. Everyone will need to participate to Increase Sales. Going to talk with my Service Manager to pre the Advisors to increase "Up-Sells". Making sure Techs are finding work to help "Up-Sells". Going to make sure everyone is communicating with each other to help reach this goal.</p>

Is there a cost, or estimated cost for implementation?
Shouldn't be any added cost. Just have to watch our Policy. Making sure we're doing quality work from taking care of the customer to taking care of their vehicle. Goal is to Lower Policy.
Projected date of completion? Increased the Door Rate with CP and Internal in the beginning of September. We Increased Revenue and got over a 100% Fixed Absorption. Policy was still bit high, but going to work on that with the Service Advisors.

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