



Financial Management Objective Homework

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Class #

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

Provide the relevant composite data

Department	Month	Page	Column
Sales	09	53	10

Action plan for achieving objective
<p>What is the area of focus?</p> <p>Policy expense as a percent of total gross in our company is well above benchmark.</p>
<p>What is the proposed plan? How will you achieve it?</p> <p>I plan on holding managers more directly accountable for the policy expense generated by their employees. I will bring account detail for policy and ask managers to explain why we are experiencing such high levels of policy and what they want to do to reduce it.</p>
<p>How will you track your progress? What measurements, KPI's? How often will you track?</p> <p>I would like to get my current policy percent as a percent of gross from 2.81% to close to my BOC, which is currently 1.21%. I will check this metric monthly.</p>
<p>Who are the employees that will be involved, or impacted? Will they require training or assistance?</p> <p>The salespeople, sales managers, and general manager will be involved in this process, and they will all need to be involved to make this work. They will need to be made accountable for their actions.</p>

Is there a cost, or estimated cost for implementation?
No cost, hopefully profitability.
Projected date of completion? March 31st.

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