



Financial Management Objective Homework

Student Name: Andrew Rusich
Class #:
Name: n322 **Academy**

I plan to accomplish the following objective March 20th *by our next class on:*

Provide the relevant composite data

Department	Mont h	Page	Colum n
Service	Nov	4	2

Action plan for achieving objective
What is the area of focus?
Bring up internal rate to match customer pay
Close to gap between door rate and actual
What is the proposed plan? How will you achieve it?
Increase internal rate to customer pay
Up sell ROs as wells as slow down discounts
How will you track your progress? What measurements, KPI's? How often will you track?
I will track monthly based off statement
Who are the employees that will be involved, or impacted? Will they require training or assistance?
Discussion with service advisors and techs for additional upsales
Is there a cost, or estimated cost for implementation?
No cost
Projected date of completion? end of march

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