



Financial Management Objective Homework

Student Class # Michael Cuomo **Name:** 323 **Academy**

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

Provide the relevant composite data

Department	Month	Page	Column
Used Car		21	6

Action plan for achieving objective
What is the area of focus?
Increase used car gross PVR to \$1200.
What is the proposed plan? How will you achieve it?
Personnel change - Hired new used car manager. Use V-Auto to price vehicles. Sales managers to do silent walk arounds and be aware of recalls and changing market conditions. Once vehicles start aging over 45 days - pay close attention to these so don't have old inventory. Price changes every 7 days. Photo the vehicles to get them online sooner, then get inspection done.
How will you track your progress? What measurements, KPI's? How often will you track?
Reviewing the DOC and Stone Eagle reports at least 3x a week.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
Used car manager, General manager, Sales Managers. No training per GM
Is there a cost, or estimated cost for implementation?
No
Projected date of completion? Ongoing

Jan. \$881	Feb.	March	April	May	June
July	Aug.	Sept.	Oct.	Nov.	Dec.