

## N330 Post Class Homework – Financial Management

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WIG – Decrease Aged Used Car Inventory/Increase Sales Force Knowledge of Inventory

Situation – Too many used cars are making it to the end of the 60 day hard turn sales cycle and are either retailed at a steep discount or wholesaled – to the detriment of the dealership. Upon review of various aged units in inventory, it is obvious that most of these vehicles have not been shown at all or very sparingly. I believe that this is due to some inventory “flying under the radar.”

Mission – To reduce the number of aged units “blown out” for no profit at the end of a month to no more than two units.

Execution - Success is defined by reducing the number of month end aged units to no more than two. This will be done by identifying problem inventory at the 30 and 45 day points and reviewing them by having the sales team conduct a full walk around during the used car sales meeting every Friday. This will renew faith and interest in these cars while simultaneously educating the sales force who are unfamiliar or unaware of them

Success will save the dealership \$5000 - \$10000 in squandered gross profit each month.