

Financial Management Objective Homework

11-6-1 7

Scott Johnson

Student Name:

Academy Class # N330

11-13-17

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

Department	Month	Page	Column
	Sept	26	5

Provide the relevant composite data

Action plan for achieving objective
<p>What is the area of focus? Implement a Concierge Vehicle Delivery service. Create a central dispatch for sales support assistance.</p>
<p>What is the proposed plan? How will you achieve it? To design an effective and efficient vehicle delivery process in a way that allows sales consultants to utilize their time or more sales. Producing endeavors so that the overall customer experience of purchasing a vehicle from Dave Smith is enhanced and more enjoyable.</p>
<p>How will you track your progress? What measurements, KPI's? How often will you track? Track outbound call times, track incremental sales growth, track sales retention, look at daily - weekly and monthly</p>
<p>Who are the employees that will be involved, or impacted? Will they require training or assistance? <u>Move some existing employees to staff new positions. Promote top person to manage team. Some training on applications and new job descriptions.</u></p>

Is there a cost, or estimated cost for implementation? Cost of new employees, equipment and uniforms _____
Projected date of completion? 1-3-18

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