



## Financial Management Objective Homework

**Student Class #** Joseph Orefice **Name:** 330 **Academy**

***I plan to accomplish the following objective our next class on:*** January 8, 2018 **by**

**Provide the relevant composite data**

Department	Month	Page	Column
F&I	Sept	27	12B

<b>Action plan for achieving objective</b>
<p><b>What is the area of focus?</b></p> <p>Getting F&amp;I department above \$1,100 per vehicle (new and used). Looking at the composite BOC Subaru is above \$1,000 a unit. Just this added \$269 per vehicle for us would have added over \$300,000 in gross over the 9 months.</p>
<p><b>What is the proposed plan? How will you achieve it?</b></p> <p>Get the salespeople more involved in mentioning products offered by the Finance Managers.</p> <p>Achieved by having Finance Managers more involved in training and spiffing sales people on sold F&amp;I products.</p>
<p><b>How will you track your progress? What measurements, KPI's? How often will you track?</b></p> <p>Tracking will be looked at daily. At the end of every day I can see where the business office is dollar wise. Can be reviewed weekly with salespeople and Finance Mangers.</p>
<p><b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b></p> <p>The entire sales department is involved. It starts with the salespeople, goes through the desk and ends with the finance manager. They will all be impacted, hopefully for the better being we would all reap the benefits of more money</p>

coming out of F&I. Training and assistance is required. Salespeople need to get stronger and Finance Managers need to make sure the salespeople understand all products offered in the finance office.

**Is there a cost, or estimated cost for implementation?**

The only cost would be the spiffed amount to salespeople for products sold in the business office and the increased commission paid.

**Projected date of completion? This would be an ongoing project, I would like to be above \$1100 per unit going into the new year.**

<b>Jan.</b>	<b>Feb.</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>
<b>July</b>	<b>Aug.</b>	<b>Sept.</b>	<b>Oct.</b>	<b>Nov.</b>	<b>Dec.</b>