



## Financial Management Objective Homework

**Student** Dan Lechner **Name:** 330 **Academy**  
**Class #**

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

**Provide the relevant composite data**

Department	Month	Page	Column
Used Vehicle F&I	Sept	19	3

<b>Action plan for achieving objective</b>
<b>What is the area of focus?</b>
Overall goal is to improve Finance Income, but will start with Preowned-
<b>What is the proposed plan? How will you achieve it?</b>
To increase our \$'s per contract from an average of \$500, to \$750 per contract. We will be implementing Kyla as Director, to allow her to help with all commercial deals and be more available for retail deals as well, and hire another person in Kyla's place
<b>How will you track your progress? What measurements, KPI's? How often will you track?</b>
We have a new program that breaks down each deal, along with our Financial Statement. We will work on this weekly, we have had broken processes to allow deals being financed elsewhere.
<b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b>
Dan-GSM, Kyla-F&I Director, F&I Personnel
<b>Is there a cost, or estimated cost for implementation?</b>
The cost will be a percent of the Net F&I total income, so that will vary month to month
<b>Projected date of completion? May 1st</b>

<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>