



NADA

ACADEMY

Financial Management Objective Homework

Student Name: Jake Belcher

Academy

330 Class #

Increase Fni PUVR Income
from 769 to 1069 by
on: 05/2018

I plan to accomplish the following objective by our next class

Provide the relevant composite

Department	Month	Page	Column
Used Vehicle Dept Profit center	Sept	18	4A

data

Action plan for achieving objective

What is the area of focus?	Increasing Finance income on used units.
What is the proposed plan? How will you achieve it?	I will make sure finance and sales talk about the benefits of protecting their used car (investment) during and after the sale.
How will you track your progress? What measurements, KPI's? How often will you track?	Track 2x per month and figure out if warranty, gap, or other options are successful and focus
Who are the employees that will be involved, or impacted? Will they require training or assistance?	Yes training sales reps to use a soft sell approach and finance to focus on selling
Is there a cost, or estimated cost for implementation?	There should not be a cost only time invested in training.
Projected date of completion?	May 2018

Jan.	Feb.	March	April	May	June
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