



Financial Management Objective Homework

**Student
Class #**

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Name:

N331 Academy

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

Nov 27 th , 2017

**Provide the relevant
composite data**

Department	Month	Page	Column
Used Car Dept	Sept	B	6

Action plan for achieving objective
What is the area of focus?
My Used Car Dept
What is the proposed plan? How will you achieve it?
Sitting down with my service team to get a a faster turn thru service (3 days), set up meeting with V Auto, set aging process, work on getting rid of old inventory, re evaluate trades that we are sending to auction
How will you track your progress? What measurements, KPI's? How often will you track?
Inspect what I Expect, Weekly and review monthly with service and sales management together, time thru service, units per month vs gross, and how many retail sales vs how many we take to the auction
Who are the employees that will be involved, or impacted? Will they require training or assistance?
The week before Nada Academy, I had a meeting with my Used Car Manager and pulling him out of that position. In the process of finding a new Used Car Manager, he will still stay on the interim.
Is there a cost, or estimated cost for implementation?

Yes, V- Auto is \$1990 a month (plus \$100 for CDK integration) and still paying for Red Bumper thru CDK, which I am in renewal negotiations with them right now and should come off Jan billing cycle which is when VAuto will be up and running. (Met with VAuto for demo on Nov 2nd, and negotiated and signed on Nov 13th.)

Projected date of completion? Jan 2nd with new Used Car Manager in place, Getting better system thru service by Dec 15th.

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