



Financial Management Objective Homework

**Student
Class #**

Charles Albrecht

Name:

N331

Academy

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

Organize Used Inventory for profit

by

**Provide the relevant
composite data**

Department	Month	Page	Column
Used Vehicle Retail Gross Analysis	AUG 17	21	9A

Action plan for achieving objective
What is the area of focus?
Preowned sales profits and aged turn times
Increase PVR from \$750 to over \$1,100
What is the proposed plan? How will you achieve it?
Price to market to increase volume, turn times and profits
Increase visibility online by advertising on car guru, Carfax and cars.com
How will you track your progress? What measurements, KPI's? How often will you track?
Daily and monthly sales reports. Measuring days in stock
Manage the average selling price of the inventory to what is being retailed.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
Sales People, Used car manager, service manager and detail dept.
Sales and detail will require training
Is there a cost, or estimated cost for implementation?
\$1,700
Projected date of completion? Continuing improvement with monitoring

Jan.	Feb.	March	April	May	June
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July	Aug. (326) 774 PVR	Sept. (383) 717 PVR	Oct. (318) 719 PVR	Nov.	Dec.
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