



Financial Management Objective Homework

**Student
Class #**

Stewart Cooper

Name:

332

Academy

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

Average \$750 a copy
for December in the
F&L department (up
from \$466 in October)

by

**Provide the relevant
composite data**

Department	Month	Page	Column
F&L	October	9	12B

Action plan for achieving objective						
What is the area of focus?		Sept.	Oct.	Nov.	Dec.	
July	Aug.					
The F&L dpeartment						
What is the proposed plan? How will you achieve it?						
The plan is to create more income in the F&L department. By trying to convert cash buyers into finance buyers, offering/selling more product, and working with the sales managers to not cut the rate before the deal gets to F&L we should be able to see more income. We are missing a big opportunity for profit by having our F&L managers simply be paper printers.						
How will you track your progress? What measurements, KPI's? How often will you track?						
I can track the logs on a daily basis as well as look at each deal to see where an opportunity was missed and how we can avoid missing it in the future.						
Who are the employees that will be involved, or impacted? Will they require training or assistance?						
The F&L managers will be involved as well as the sales managers. Some training will be needed to get the department comfortable and confident in selling the products. The sales managers will be involved in letting the F&L department close more deals rather than agreeing on all figures before the F&L managers have a chance to sell any warranty, product, etc. Finally, a restructuring of the sales people's pay plan in F&L may be needed down the road to get them on board as well.						
Is there a cost, or estimated cost for implementation?						
There should not be any cost						
Projected date of completion? 1/1/18						