



Financial Management Objective Homework

Student Class # Helder Rosa **Name:** 322 **Academy**

I plan to accomplish the following objective our next class on: 3/20/2017 **by**

Provide the relevant composite data

Department	Month	Page	Column
F&I	12/2016	27	12

Action plan for achieving objective
What is the area of focus? New and Used Car Finance PRU
What is the proposed plan? How will you achieve it? To increase Finance profitability. Increase expectations, writing pay plans around it to change behavior and placing team on a rotation, new and used rotate turns.
How will you track your progress? What measurements, KPI's? How often will you track? I will track their progress thru the F&I logs we have implemented on a weekly basis and will measure product sales on a per deal basis. Goal is to get from \$1100 to \$1500 plus.
Who are the employees that will be involved, or impacted? Will they require training or assistance? All Managers will be impacted, Finance and Sales Managers, there will be training and assistance given.
Is there a cost, or estimated cost for implementation? There will be a cost in implementing the training tools required but the reward is far greater to the bottom line.
Projected date of completion? Improvement must be made within 90 days of change.

Jan.	Feb.	March	April	May	June
Pay plan written and rotation schedule.	Rotation and pay plans have been implement	PRU went from \$1100 average to \$1487			

	ed.	in Feb.			
July	Aug.	Sept.	Oct.	Nov.	Dec.