



Financial Management Objective Homework

Student Class # Joseph Robinson **Name:** 322 **Academy**

I plan to accomplish the following objective our next class on: Increase UV operating profit per month **by**

Provide the relevant composite data

Department	Month	Page	Column
UV	Dec.	3	8

Action plan for achieving objective
What is the area of focus?
I am focusing on my used car department to improve inventory turnover and operating profit.
What is the proposed plan? How will you achieve it?
I am changing the used car manager's pay plan so that it is parallel with inventory turn and expense reductions.
How will you track your progress? What measurements, KPI's? How often will you track?
I will track with vAuto as well as with our group composite.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
General Sales Manager, Used Car Manager, and Sales Consultants. Used Car Manager will require some assistance from his GSM, but should be okay without formal training.
Is there a cost, or estimated cost for implementation?
The only potential cost is losing my used car manager when he actually is held accountable due to failure.

Projected date of completion? 3/1/17

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