



Financial Management Objective Homework

**Student
Class #**

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Name:

N322

Academy

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

FI PVR to 1800, and PO PVR to 2250

by

**Provide the relevant
composite data**

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FI and PO	11	8	2

Action plan for achieving objective
What is the area of focus? FI PVR to 1800 from 1630, PO PVR to 2250 from 1850 with packs (650), while still increasing volume to 130++ for PO
What is the proposed plan? How will you achieve it? Adding a 1/2 FI mgr to lower volume of deals they are taking. Adding a 3 new MBOB cards to sell (895/1695/2795) concentrate on W/T and Rate.
We have about \$100 PVR light in rate on leases also.
PO, Adding new adv sources and added a new Floor manager. Working on acquiring 20-25 more C3 purchases per week, need to get PO inventory over 200+++
How will you track your progress? What measurements, KPI's? How often will you track?
Statement, Closing Ratio from CRM, Sale Rate on FI products, Rate average on FI deals. Monthly for all
Who are the employees that will be involved, or impacted? Will they require training or assistance?
All 4 FI Mgrs, 4 SM with GSM
Weekly meetings with me 2 times a week to go over status

Is there a cost, or estimated cost for implementation?
Just adding the 2 new team-members and adding new sources. (\$30k)
Projected date of completion? June 2017 is when I want it to be done.

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