

Financial Management Objective Homework

Student Name: Geoff Feindt Academy Class # 322

I plan to accomplish the following objective by our next class on: Increase C/P Labor Gross profit %
Return on Sales to 73 %

Provide the relevant composite data

Department	Month	Page	Column
	Dec	30	2

Service Labor Sales and Gross Analysis

Action plan for achieving objective	
What is the area of focus?	<u>Improve Gross % of C/P Labor Sales to 73 %</u>
What is the proposed plan? How will you achieve it?	<u>Increase maintenance labor sales items, Adjust Accessories Labor Rate to match Dood Rate. Distribute work to the right tech.</u>
How will you track your progress? What measurements, KPI's? How often will you track?	<u>Utilizing our ONS Labor Profit Analysis Report. Weekly tracking.</u>
Who are the employees that will be involved, or impacted? Will they require training or assistance?	<u>Service Manager, Service Advisors. No training</u>
Is there a cost, or estimated cost for implementation?	<u>No cost to implement</u>
Projected date of completion?	<u>Feb 28th</u>

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