



Financial Management Objective Homework

Student Chris Geigle **Name:** 332 **Academy**
Class #

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

Increase Internal GP
Return on Sales from
60% to 73%

by

Provide the relevant composite data

Department	Mont h	Page	Colum n
Service	Nov	30	6B

Action plan for achieving objective
What is the area of focus?
Internal Labor and Gross Profit Return on Sales for Service
Increase of 13% in GP% would yield an additional \$69,000 based on YTD Sales
What is the proposed plan? How will you achieve it?
Increase Labor Rate on Internal from \$65 to \$90 to mirror Customer/Warranty
Review Daily RO's with Service Manager to ensure we are meeting standard
Move Internal RO's to a Single Point of Contact Advisor to streamline accountability and relationship with Used Car Manager and Service Manager
How will you track your progress? What measurements, KPI's? How often will you track?
Follow up on Effective Labor Rate - End of each week to measure progress - Meet with Service Manager and Used Car Manager every Monday to discuss last week's results
Internal ELR to match Customer/Warranty at \$90 - GP Return on Sales of 73%
Who are the employees that will be involved, or impacted? Will they require training or assistance?
General Manager, Service Manager, Service Advisor Single Point of Contact, Used Car Manager - No
Training Necessary but will need to be educated on the Why behind this and benefit to dealership - Limit Risk by explaining the exception process for situations that may require flexibility - GM Approval
Is there a cost, or estimated cost for implementation?
No additional cost involved which makes this more lucrative
Projected date of completion? I believe it will take a minimum 3 months to change culture move needle

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