



## Financial Management Objective Homework

**Student  
Class #**

Tony Braglia

**Name:**

N333
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**Academy**

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

GET OUR GROI IN USED CARS 100%
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**by**

**Provide the relevant  
composite data**

Department	Mont h	Page	Colum n
Used Car Sales			

<b>Action plan for achieving objective</b>
<b>What is the area of focus?Used Car gross prifit and Used vehicle Turn</b>
<b>What is the proposed plan? How will you achieve it? Drill into our current used car inventory to make sure we are stocking the fastest turning units and ensuring they are priced competitively on day one . Also looking at all of our marketing outlets to ensure that all the cars are properly depicted and marketed online. Look into getting rid of vehicles at 60 days to other stores or to the auction to keep our inventory fresh</b>
<b>How will you track your progress? What measurements, KPI's? How often will you track? Progress will be tracked through the composite and through calculating bi weekly our MTD Gross as a % of sales and mtd inventory turn . Also monitoring reports from V auto</b>
<b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b>
Used Car Manager Anre and GSM Ludney . Some retraining and monitoring will be required .

<b>Is there a cost, or estimated cost for implementation?</b>
No cost although initial cleaning of the dept might have an initial impact on gross
<b>Projected date of completion?The Goal is to be at 100% GROI by July first ( 6 months )</b>

<b>Jan.</b>	<b>Feb.</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>
<b>July</b>	<b>Aug.</b>	<b>Sept.</b>	<b>Oct.</b>	<b>Nov.</b>	<b>Dec.</b>