



Financial Management Objective Homework

**Student
Class #**

JOHN "JACK"
MYERS

Name:

332

Academy

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

12/31/18 become rse

by

**Provide the relevant
composite data**

Department	Month	Page	Column
New retail units	nov	1	2a

Action plan for achieving objective

What is the area of focus?

New vehicle sales volume (new retail units)

What is the proposed plan? How will you achieve it?

Plan: Increase average new vehicle sales per month from 111 to 125 and achieve RSE with Honda and increase profitability in all departments.

Action:

Alter variable manager compensation to highlight volume objectives.

Review and lower standard internet quotes on underperforming models monthly.

Merchandise lot with aggressive hang tags pricing weekly.

Hire 3 additional sales consultants to bring total to 16 by March 1st.

Begin Joe Verde sales course with entire sales staff to increase effectiveness per customer engagement.

Make Honda aware of our plan and request additional units to properly stock lot.

How will you track your progress? What measurements, KPI's? How often will you track?

I will track this using Honda's RSE report to be sure we are climbing monthly compared to prior year.

Who are the employees that will be involved, or impacted? Will they require training or assistance?
All variable employees will be involved. All department will be impacted from increased unit sales. Additional training will be added to our sales staff
Is there a cost, or estimated cost for implementation?
The Verde training will have a cost. Everything else will be process and staffing
Projected date of completion? 12/31/18

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