



Financial Management Objective Homework

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Class #

I plan to accomplish the following objective Increase new vehicle
gross **by**
our next class on:

Provide the relevant composite data

Department	Month	Page	Column
New Vehicle	Nov	4	27

Action plan for achieving objective
What is the area of focus? We will work harder to slow the process down and pay more attention to selling the features on the vehicle to increase the value of the product.
What is the proposed plan? How will you achieve it? Show the customer a lower priced vehicle from the start, then allow them to bump themselves back up. That way they will pay more.
How will you track your progress? What measurements, KPI's? How often will you track? Manage every deal through the CRM system. Have short sales meetings throughout the day to check the process.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
All sales people and BDC staff. Yes, they be trained on the extra processes.
Is there a cost, or estimated cost for implementation? No cost, extra focus.

Projected date of completion?01/15/2017

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