



## Financial Management Objective Homework

**Student Class #** Robert Simmons **Name:** 323 **Academy**

***I plan to accomplish the following objective our next class on:*** Increase Service Dept Profitability **by**

**Provide the relevant composite data**

Department	Mont h	Page	Colum n
Service	Dec	32	1

<b>Action plan for achieving objective</b>
<b>What is the area of focus?</b>
Increase Service Department profitability by increasing Customer pay and Internal ELR
<b>What is the proposed plan? How will you achieve it?</b>
Increase Door Rate From \$112 To \$118, change policy to charge Service and Body shop door rate and
Minimize discounts to all departments, internal and customer pay. Increase overall ELR to \$100
<b>How will you track your progress? What measurements, KPI's? How often will you track?</b>
Track overall ELR Monthly
<b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b>
Service Manager and Used Car Manager. Yes, we will need to change policy and monitor progress
<b>Is there a cost, or estimated cost for implementation?</b>
No cost involved
<b>Projected date of completion? June 2017</b>

<b>Jan.</b> <b>64.41</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>