



## Financial Management Objective Homework

**Student Class #** Young Kim
**Name:** 332 **Academy**

*I plan to accomplish the following objective* 12/31/2018 *by our next class on:*

**Provide the relevant composite data**

Department	Month	Page	Column
Used vehicle profit/inventory	Nov	18	11B

<b>Action plan for achieving objective</b>
<b>What is the area of focus?</b> Increase turn on inventory from 54% therefore reduce loss on wholesale, and increase profitability from volume.
<b>What is the proposed plan? How will you achieve it?</b> Re do the pricing structure online. Get sales people and managers on board to reduce profit and increase volume.
<b>How will you track your progress? What measurements, KPI's? How often will you track?</b> The progress will reviewed quarterly and see what cars needs to be brought in and auctioning. I will measure by comparing from previous year used gross and volume.
<b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b> All sales people and managers will be involved. We will do in house training and add additional sales staff.
<b>Is there a cost, or estimated cost for implementation?</b> No external cost will be implemented as we will use from Factory certification and

vendors like Carfax as training tools.

**Projected date of completion?**  
**12/31/2018**

<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>