



## Financial Management Objective Homework

**Student Class #** Jason Stoicevich **Name:** 332 **Academy**

***I plan to accomplish the following objective our next class on:*** 5/7/18 **by**

**Provide the relevant composite data**

Department	Month	Page	Column
Used Cars	Nov	18	5

<b>Action plan for achieving objective</b>
<p><b>What is the area of focus?</b></p> <p>Improve Gross PUVR to a minimum of the group average of \$2300, but with focus of improving to \$2500, which is a \$500/unit improvement.</p>
<p><b>What is the proposed plan? How will you achieve it?</b></p> <p>Work with UC manager on purchasing of rental cars which are the biggest sticking point from a recon and aging perspective. Put realistic profit target and recon cost then stick to an average cost to market of no higher than 88%.</p>
<p><b>How will you track your progress? What measurements, KPI's? How often will you track?</b></p> <p>We will track this weekly in the 0-30 day aged used car bucket in Vauto. The KPI's will be cost to market, average profit and days to turn.</p>
<p><b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b></p> <p style="text-align: center;">The Used car manager and the reconditioning manager. No training will be required, just daily discipline on all rental purchases.</p>
<p><b>Is there a cost, or estimated cost for implementation?</b></p> <p>Zero cost.</p>

**Projected date of completion? Implement in January 2018, fully realized by May.**

<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>