



## Financial Management Objective Homework

**Student  
Class #**

Michael Aspegren
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**Name:**

N332
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**Academy**

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

5/7/2018
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**by**

**Provide the relevant  
composite data**

Department	Month	Page	Column
NA	Oct	1-Total Operation Recap	8

<b>Action plan for achieving objective</b>
<b>What is the area of focus?</b>
Improve net to sales % from 1.56% to ~2.0%
<b>What is the proposed plan? How will you achieve it?</b>
Better align sales employee compensation with company objectives, reduce wasteful spend, streamline vendor relationships and extract efficiencies.
<b>How will you track your progress? What measurements, KPI's? How often will you track?</b>
Review commission paid per vehicle (track weekly), review all vendor efficacy and impact on sales, switch SEM providers with the goal of being more efficient
<b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b>
Owner, COO, Director of Sales. Yes.
<b>Is there a cost, or estimated cost for implementation?</b>
No
<b>Projected date of completion?</b> 5/7/12018

<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>