



Financial Management Objective Homework

Student Class # Sean Sahakian **Name:** N332 **Academy**

I plan to accomplish the following objective our next class on: Jan 22, 2018 **by**

Provide the relevant composite data

Department	Month	Page	Column
Sales	10	14	9

Action plan for achieving objective
<p>What is the area of focus? NCD sales delivery expense. This account has been used for too many misc items and affecting gross profit for the store. After diving into this, it appears fuel, gifts and other items are being charged to this account.</p>
<p>What is the proposed plan? How will you achieve it? The plan is to lower the costs associated to this account and manage who has access. The first item I will be implementing is a fuel charge to the client with an accrual to offset the "fuel" charge in the delivery account - this will reduce the cost by \$15000/mth (200 units @ \$75 each)</p>
<p>How will you track your progress? What measurements, KPI's? How often will you track? This account is now on my radar and will be reviewed weekly/monthly to ensure proper accounting and tracking. Expenses in general are a main focus of my daily tasks and this years initiative is to monitor more closely.</p>

Who are the employees that will be involved, or impacted? Will they require training or assistance?

Sales consultants have been informed of the changes should a client bring it up. In regards to managing, it will be myself, floor managers as well as our sales coordinators to properly account for each transaction.

Is there a cost, or estimated cost for implementation?

There is no cost for implementation.

Projected date of completion?

This initiative will be put in place as of Jan 1st and will run throughout the year. On a month to month basis we will monitor and make adjustments as necessary. This will have a positive impact on net bottom line.

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