



Financial Management Objective Homework

n323

Chip Sheridan

Student Name:

Academy Class #

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

Department	Mont h	Page	Colum n
Sales	FEb	6b	2

Provide the relevant composite data

Action plan for achieving objective
What is the area of focus?
Days Supply New Vehicle Inventory
What is the proposed plan? How will you achieve it?
We are going to actively reduce our new vehicle inventory, by taking less vehicles, not accepting trades back from other dealers. We will get to 2.5 months of inventory.

How will you track your progress? What measurements, KPI's? How often will you track?

I will look at our Inventory days supply on a weekly basis.

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

Myself, the GM, and the New Car manager. We have already met to discuss how to achieve this goal

Is there a cost, or estimated cost for implementation?

The only cost will be in turning down incentives from Nissan

Projected date of completion? July

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