



Financial Management Objective Homework

Student Class # Joe Vickers **Name:** N323 **Academy**

I plan to accomplish the following objective our next class on: June 5th 2017 **by**

Provide the relevant composite data

Department	Month	Page	Column
Parts/Service	Feb/June	4	MTD sales L37+L66

Action plan for achieving objective
What is the area of focus?
<i>Accessories Sales PNVR</i>
What is the proposed plan? How will you achieve it?
<i>Increase our current Accessory sales PNVR of \$188 to \$250.</i>
How will you track your progress? What measurements, KPI's? How often will you track?
<i>Tracked by the current statement MTD L37+L66/New sold MTD every Tuesday morning.</i>
<i>KPIs: Internal Labor Sales (Accessories), Internal Parts Accessory Sales and New Car Sales</i>
Who are the employees that will be involved, or impacted? Will they require training or assistance?
<i>George Walta (PC), Harold Lee (PM), Chris Farmer (SM), Don Marino (NCSM) and Tom Acevedo (NCSM)</i>
<i>Minimal training: how to accessorize and merchandise vehicles with accessories.</i>
<i>Joe Vickers GM</i>
Is there a cost, or estimated cost for implementation?

None
Projected date of completion? <i>April 1st 2017 process begins and is continuous...</i>

Jan.	Feb.	March	April 199x250= 49,750	May 205x250= 51,250	June 170x250= 42,500
July 208x250= 52,000	Aug. 177x250= 44,250	Sept. 171x250= 42,750	Oct. 169x250= 42,250	Nov. 167x250= 41,750	Dec. 169x250= 42,250