



## Financial Management Objective Homework

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**Class #**

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

**Provide the relevant composite data**

Department	Month	Page	Column
Parts	Dec	39	6b

<b>Action plan for achieving objective</b>
<b>What is the area of focus?</b>
Parts internal rates
<b>What is the proposed plan? How will you achieve it?</b>
Raise my Internal Parts to Cost x2. In turn this should get our parts GP% return on sales closer to the 41% guide
<b>How will you track your progress? What measurements, KPI's? How often will you track?</b>
I will check the composite monthly to make sure that we are with 2% of the 41% expected guide number.
<b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b>
Parts Manager will be impacted. The used car department will be impacted. The only way a part can be discounted if it's done by myself.
<b>Is there a cost, or estimated cost for implementation?</b>
There was no cost when this was implemented. I have seen an increase in parts profit so far. Will be measured when the month is over and see how it has effected both departments over the next 120 days.

**Projected date of completion? April 10<sup>th</sup> of which is 4 months after to be able to measure the results.**

<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>