



Financial Management Objective Homework

Student Richard Hilton **Name:** **Academy**
Class #

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

Increase used unit sales of 57 (October YTD 2017) to 100 by October YTD 2018.

by

Provide the relevant composite data

Department	Month	Page	Column
Used Department	October	B	C

Action plan for achieving objective	
What is the area of focus?	Increasing Used units from 57 to 100 (October YTD 2017 to October YTD 2018)
What is the proposed plan? How will you achieve it?	Build Used inventory through taking proper Trades and FMVs on new truck sales. Having right specs for used customer will help move used trucks to customers and increase sales and help mitigate heavy losses on used units, and prevent aging of used inventory.
How will you track your progress? What measurements, KPI's? How often will you track?	Will compare month and YTD sales from prior year to this year and measure if we are on track to achieve goal. Will track monthly.
Who are the employees that will be involved, or impacted? Will they require training or assistance?	Used and New Vehicle salespeople as well as finance people will be involved. Salespeople will be required to take ProPath training on selling new trucks while taking proper FMVs, Trade Ins, and trade backs. Word Document is attached with more detail
Is there a cost, or estimated cost for implementation?	Training cost could be 25K at the most. There may be potential losses on trades if salesperson does not work carefully with Mack remarketing and finance.
Projected date of completion?	End of October 2018

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