



Financial Management Objective Homework

**Student
Class #**

Donovan Fenton

Name:

N332

Academy

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

Change our internal parts rate to match our door rate.
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by

**USED INCOME STATEMENT
info**

Department	Mont h	Page	Colum n
Parts	oct	5	73

for

Action plan for achieving objective
What is the area of focus?
Our parts dept and what they are charging.
What is the proposed plan? How will you achieve it?
We will change our internal rate to match that of the door rate. It is a very simple procedure in our CDK tool where we will change the rate on the parts so they are even internally for each dept as well as the door.
How will you track your progress? What measurements, KPI's? How often will you track?
We will use the composite to track this. We will look at our parts dept profit return on gross. We will look at it once a month and also make sure sales has adjusted.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
Service, parts and sales will be impacted but only parts will make the change. Sales will be a little upset but will adjust. No training is needed, sales might need help not popping a blood vessel.
Is there a cost, or estimated cost for implementation?
There is no cost to us to do the change.

Projected date of completion?

We have implemented this starting January 1st 2018.

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