



Financial Management Objective Homework

**Student
Class #**

Suleiman Ali

Name:

N323

Academy

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

Increase my new vehicle dept gross

by

**Provide the relevant
composite data**

Department	Mont h	Page	Colum n
New car department	April	8	5

Action plan for achieving objective
What is the area of focus?
Total new vehicle gross
What is the proposed plan? How will you achieve it? My plan is to bring my total new vehicle gross
In line with best in class(BOC) Honda dealers on NADA group 20 which is currently \$1947/vehicle
I will achieve this goal by putting more focus on F&I office which has been an area of opportunity for
A long time now.
How will you track your progress? What measurements, KPI's? How often will you track?
I will track my progress through my daily DOC and by following group 20 composite management tool
On Feb 2017 the KPI is \$1947/vehicle, however this is a moving target.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
Sales representative, F&I managers, and finally sales managers.
Is there a cost, or estimated cost for implementation? Other than time there is no cost

Projected date of completion? April 30/2017

Jan. \$1896	Feb. \$1796	March	April	May	June
July	Aug.	Sept.	Oct.	Nov.	Dec.