



Financial Management Objective Homework

Student Class # DAVID PROWSE **Name:** N323 **Academy**

I plan to accomplish the following objective our next class on: AUG 14-18 **by**

Provide the relevant composite data

Department	Month	Page	Column
used	FEB 17	B	6

Action plan for achieving objective
<p>What is the area of focus? USED VEHICLE DEPARTMENT VOLUME AND GROSS. MY SHORT GOAL IS TO GET TO A RATIO OF .5 USED : 1 NEW VEHICLE SOLD FOR THE YEAR JUNE 2017 - JUNE 2018.</p>
<p>What is the proposed plan? How will you achieve it? HAVE SALES MGMT TEAM MAKE BETTER USE OF TOOLS AT HAND VAUTO, AUTO TRADER AND OUR DEALER WEBSITE FOR EXAMPLE. IF WE ARE PURCHASING VEHICLES AT THE CORRECT PRICE AND MARKETING THEM QUICKER AND MORE EFFECTIVELY IT WILL REDUCE THE AMOUNT OF VEHICLES THAT WE WHOLESAL FROM HAVING PAID TOO MUCH TO MAKE THE NEW CAR DEAL.</p>
<p>How will you track your progress? What measurements, KPI's? How often will you track? I WILL TRACK PROGRESS USING DAILY DOC AS WELL AS MONTHLY STATEMENT REVIEWS. THE KPI'S ARE SIMPLE VOLUME AND GROSS TARGET ACHEIVEMENT</p>
<p>Who are the employees that will be involved, or impacted? Will they require training or assistance? USED CAR MANAGER, NEW CAR MANAGER AND MYSELF GENERA MANAGER</p>

Is there a cost, or estimated cost for implementation?
NO
Projected date of completion? IMPLEMENTATION OF PROCESSES TO BEGIN APRIL 15TH AFTER MY RETURN FROM NADA. WILL HAVE A GOOD IDEA IF PLAN IF PROGRESSING AND MAKE NECESSARY ADJUSTMENTS MONTHLY BASED ON RESULTS. SHOULD BE ABLE TO NOTICE IF THERE IS CONSISTENCY IN VOLUME AND GROSS AT 3-4 MONTH TIME FRAME.

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