



## Financial Management Objective Homework

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**Class #**

*I plan to accomplish the following objective* June 2017 *by*  
*our next class on:*

**Provide the relevant composite data**

Department	Mont h	Page	Colum n
Used Vehicles	Feb	6	8

<b>Action plan for achieving objective</b>
<b>What is the area of focus?</b>
Used vehicle Average monthly day supply. Currently at 2.01 months. The goal is to get the age of the inventory under the class average of 1.40.
Get from acquisition to the front line and the pricing process is not aggressive enough for older inventory.
<b>What is the proposed plan? How will you achieve it?</b>
With a new process and software. Currently adding recon staff to reduce time it takes to the front line. Currently about 40 cars are waiting recon.
<b>How will you track your progress? What measurements, KPI's? How often will you track?</b>
Age will be track when vehicle is completed and posted online. VAuto software added to track pricing
And age of inventory. Reviewed weekly
<b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b>
Marketing Manager will track age of inventory when he posts vehicles for the front line on a spreadsheet and monitor pricing to be appropriately priced for the market using the tool vAuto. Currently training with vAuto.
<b>Is there a cost, or estimated cost for implementation?</b>

Yes, additional recon staff and software change.

**Projected date of completion? May 2017**

<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>