



Financial Management Objective Homework

Student Cesar Caceres **Name:** 333 **Academy**
Class #

I plan to accomplish the following objective 02/04/18 *by*
our next class on:

Provide the relevant composite data

Department	Month	Page	Column
New Car Sales	Nov	6	6

Action plan for achieving objective
What is the area of focus? New Car and Truck Inventory with a emphasis on a 90 Day Turn
What is the proposed plan? How will you achieve it? My plan is to reduce the New Car & Truck Inventory and to implement a 90 day inventory turn . I will achieve this by informing our Sales Managers on our new direction. Forming our WIG and having weekly meetings with Sales Managers to hold accountability. Since I do the ordering for the Dealership I will pay more attention to my ordering process. I will analyze our last 90 day sales per model to get a better understanding of what inventory I need. I will also start a advertising campaign to focus on aged inventory .
How will you track your progress? What measurements, KPI's? How often will you track?
Progress will be tracked by reviewing our WIG with the sales managers and using my last 90 day sales to manage future orders. Inventory turn will be tracked daily.

Who are the employees that will be involved, or impacted? Will they require training or assistance?

Kanon Sawyor Kia Sales Manager Happy Singh Kia Sales Manager
Richard Monty Dodge Sales Manager Mike Anguiano Dodge Sales Manager

Is there a cost, or estimated cost for implementation?

No cost

Projected date of completion? 2/1/18

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