



Financial Management Objective Homework

Student Brad Zielinski **Name:** 332 **Academy**
Class #

I plan to accomplish the following objective our next class on: Increase New Volume to 61 from 42 monthly **by**

Provide the relevant composite data

Department	Mont h	Page	Colum n
Sales	NOV	A	8

Action plan for achieving objective
What is the area of focus?
Increase new car volume
What is the proposed plan? How will you achieve it?
Increase new car volume from 42 monthly average to 61 monthly average. Increase number of sales consultants from 8 to 12 by February 1. Increase Auto Alert calls from 91 per month to 750 beginning in February.
How will you track your progress? What measurements, KPI's? How often will you track?
We will base our auto alert calls on a 4 week month so we need to make 188 calls by end of business on Saturday of each week. This will begin in February of 2018 to achieve our goal.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
We have three auto alert specialists on this team. They are currently in training to be 100% certified. Once certified they will have all word tracks necessary to improve appointment setting skills hence getting more customers in front of them so we can increase our new car volume to 61 per month.

Is there a cost, or estimated cost for implementation?
No cost for this program we are already set up with auto alert
Projected date of completion? December 31, 2018(I just took over the store in Dec 2017)

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