



## Financial Management Objective Homework

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**Class #**

***I plan to accomplish the following objective*** 9/31/18 **by**  
***our next class on:***

**Provide the relevant composite data**

Department	Month	Page	Column
New retail units	Nov	1	2A

<b>Action plan for achieving objective</b>
<b>What is the area of focus?</b>
New vehicle sales retail units
<b>What is the proposed plan? How will you achieve it?</b>
Plan - Increase average new units per month from 85(2017 average) to 100 in 2018 while maintaining gross per unit.  How - Hire 2 additional sales reps by April 1 <sup>st</sup> . 2 new vehicles coming out by Hyundai in 2018. Will train sales reps on these products quickly and market/advertise them aggressively. Focus spiffs on volume for sales reps and managers. Price more aggressively on the internet. We have 320 lease returns coming due this year. Focus on these prospects and be aggressive making deals with these customers. Be better trainers. Have daily training at 8:45 am everyday.
<b>How will you track your progress? What measurements, KPI's? How often will you track?</b>
Hyundai Sales reports will show how we are tracking and we will monitor that report and our progress weekly.

<b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b>
All sales department employees will be involved. All departments will be impacted by increased sales. Continued training on products and additional training on skills and processes will be implemented.
<b>Is there a cost, or estimated cost for implementation?</b>
No additional cost.
<b>Projected date of completion?9/31/18</b>

<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>