



## Financial Management Objective Homework

**Student  
Class #**

Doug Batchelor #39

**Name:**

323
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**Academy**

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

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**by**

**Provide the relevant  
composite data**

Department	Mont h	Page	Colum n
USED CARS	DEC	21	12

<b>Action plan for achieving objective</b>
<b>What is the area of focus?</b>
MAINTAIN A MINIMUM OF 12% GROSS PROFIT RETENTION. BY DEC OF 2017 I WOULD LIKE TO BE MUCH CLOSER TO 15%
<b>What is the proposed plan? How will you achieve it?</b>
INCREASE OUR INVENTORY TURNS TO 12 TIMES PER YEAR TO PREVENT CARS FROM AGING - MOVE INVENTORY THROUGH THE SHOP MORE QUICKLY, I HAVE ALREADY PROMOTED A PORTER TO INTERNAL WRITER TO FACILITATE FASTER UCI'S (AS WELL AS NEW CAR PDI'S) - WE HAVE TAKEN AN OLDER TECHNICIAN THAT HAS BEEN SUPERVISING OUR QUICK LUBE CENTER TECHS AND HAVE MADE HIM OUR PRIMARY USED CAR DEPT TECH - THIS HAS REDUCED CAR TIME TO LOT FROM 7 DAYS TO 5. DETAIL HAS BEEN CONTRACTED OUT TO A COMPANY THAT COME TO OUR LOT AND CLEANS CARS USING THERE OWN CHEMICALS AND SUPPLIES. BY OFFERING CLEANER CARS THAT WE CAN SELL MORE QUICKLY - WE SHOULD INCREASE OUR TURNS AND OUR PROFIT POTENTIAL
<b>How will you track your progress? What measurements, KPI's? How often will you track?</b>
THE MAIN TRACKING TOOL IS THE FINANCIAL STATEMENT. WE WILL ALSO YOU OUR NIGHTLY SALES REPORT TO FOLLOW THROUGH THE MONTH. IN OUR WEEKLY DEPARTMENT MEETING I AM ALSO USING A TRACKING SPREADSHEET THAT HAS THE FOLLOWING DATA: STK #, CAR, RO #, DATE RECEIVED, DATE DISPATCHED, DATE COMPLETED IN SHOP AND DATE COMPLETED TO LOT.

<b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b>
JOHN SKEEN AND NEAL WILLIAMS SERVICE MANAGERS - NO TRAINING HAVE PROVIDED ASSISTANCE WITH A DEDICATED WRITER
MJ MACKEY - USED CAR SALES AMANGER - TRAINED ON UTILIZING TRACKING REPORT
<b>Is there a cost, or estimated cost for implementation?</b>
TWO COST FACTORS - DEDICATED WRITER - SALARY AND BONUSES BASED ON TIME TO COMPLETE WILL BE APPROXIMATELY 25,000 PER YEAR. DETAIL COMPANY COST - THIS SHOULD BE OFFSET BY A 10% SUBLET BEING ADDED TO EACH TICKET AND OUR USE OF LESS CHEMICALS AND SUPPLIES
<b>Projected date of completion? JUNE 30<sup>TH</sup> FOR A 12% CONSISTENT RETURN</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>