



Financial Management Objective Homework

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Class #

I plan to accomplish the following objective our next class on: Increase New car front P.V.R. by 200.00 per copy **by**

Provide the relevant composite data

Department	Month	Page	column
New Car	Sept.	3	64

Action plan for achieving objective
What is the area of focus? Retrain on closing techniques, justification of price by utilizing 3rd party sites, and justifying trade figures utilizing KBB
What is the proposed plan? How will you achieve it? Simplify the sales presentation process by having 3rd party justification sheets printed before 1st pencil. Also utilizing KBB on a consistent basis in order to justify trade figure
How will you track your progress? What measurements, KPI's? How often will you track? Weekly, review weekly gross reports with each sales consultant. K.P.I. will be whether the managers and sales consultants are utilizing and presenting the data before 1st pencil
Who are the employees that will be involved, or impacted? Will they require training or assistance?
All sales consultants and desk managers
Is there a cost, or estimated cost for implementation? None

Projected date of completion?November 2017

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