



Financial Management Objective Homework

Student

Jeff Huvaere

Name:

333

Academy Class #

I plan to accomplish the following objective by next class on:

02/5/2018

our

Provide the relevant composite data

Department	Month	Page	Column
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Action plan for achieving objective					
What is the area of focus?	Feb.	March	April	May	June
Recoiled	425	450	500	550	600
	July	Aug.	Sept.	Oct.	Nov.
	650	650	650	650	700
What is the proposed plan? How will you achieve it? We need to get our PVR closer to the BOC of 874, Knowing that we are in a heavy leasing market that may be a challenge. I would like to see the number come up from 343, to 650. We will achieve this by getting the F&I manager involved earlier in the sale, and to work closer with the desking manager					
How will you track your progress? What measurements, KPI's? How often will you track? We will meet Monthly on this WIG, and monitor growth and progress					
Who are the employees that will be involved, or impacted? Will they require training or assistance? Mike Goltz (New car f&i) Michael MacEachern (new car manager) ... I will further push and encourage harmony between the two managers, also bring in our F&I trainer to refresh the guys on best practices					
Is there a cost, or estimated cost for implementation? No					
Projected date of completion? Ongoing, however I would like to see consistent growth, and to be at target be year end 2018 Average					