



Financial Management Objective Homework

Student Ryan Burke **Name:** 333 **Academy**
Class #

I plan to accomplish the following objective 02-05-2018 **by**
our next class on:

Provide the relevant composite data

Department	Mont h	Page	Colum n
New	Dec.	8	3

Action plan for achieving objective
What is the area of focus?
Increase New vehicle front gross from \$795 in 2017 to \$1,200 by March 31 st 2018. \$405 increase*187(average month)=\$75,735
What is the proposed plan? How will you achieve it?
Staffing decisions will be our main focus. We will add 3 sales consultants moving the total from 14 to 17. Also we will add a second New Car Manager due to our current volume. By expanding the sales staff this will help ensure we obtain our Volume Growth objective 12 out of 12 months. The additional sales manager will allow for the tandem to have the time to monitor all vehicle transactions in the New Car Department.
How will you track your progress? What measurements, KPI's? How often will you track?
Front gross will be tracked daily via a real time CRM report. Daily average front gross will be charted daily. Green if higher than the previous day and red if less than.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
The New Car Sales Consultants and the New Car Sales Managers will be involved. Training to refresh and reinforce process may be necessary.

Is there a cost, or estimated cost for implementation? Additional Sales Manager (\$10,000/month)
Projected date of completion?3/31/2017

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