



## Financial Management Objective Homework

334

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**Student Name:**

**Academy Class #**

MARCH 5, 2018

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

Department	Month	Page	Column
FINANCE	DEC	5	2

**Provide the relevant composite data**

Action plan for achieving objective
<b>What is the area of focus?</b>
CONTRACTS IN TRANSIT AND GOOGLE REVIEWS (GOOGLE REVIEWS NOT COVERED IN CLASS BUT SOMETHING I FEEL IS VERY IMPORTANT).
<b>What is the proposed plan? How will you achieve it?</b>
THE PLAN IS TO HAVE FINANCE MANAGERS PAID ONCE THEIR DEAL IS FUNDED. MUCH LIKE A SALESPERSON DOES NOT GET PAID UNTIL THE CAR IS BURNING GAS.
<b>How will you track your progress? What measurements, KPI's? How often will you track?</b>

I WILL TRACK THIS MYSELF. MUCH LIKE THE CASE STUDY DEALERSHIP MY DEALERSHIP HAS A LARGE NUMBER FOR CONTRACTS IN TRANSIT. BEFORE NADA I WOULD HAVE TRACKED THIS BY GOING THROUGH FINANCE MANAGERS OFFICES. NOW I PLAN TO LOOK AT THE MONTHLY STATEMENT. THE FINANCIAL STATEMENT WILL BE THE EASIEST WAY TO TRACK THIS.

**Who are the employees that will be involved, or impacted? Will they require training or assistance?**

PRIME AND FINANCE MANAGERS WILL BE INVOLVED. THEY WILL NOT REQUIRE NEW TRAINING. THE NEW PAID ONCE FUNDED MAY BE A SLIGHT ADJUSTMENT PERIOD.

**Is there a cost, or estimated cost for implementation?**

THIS PROJECT COSTS ME NO MONEY WHICH IS WHY I WANTED TO BRING UP MY GOOGLE REVIEWS. EVERYONE TYPES THE NAME OF THE COMPANY THEY ARE GOING TO GO TO IN GOOGLE AND A RATING IMMEDIATELY COMES UP. OURS IS NOT GOOD. WE OFFER GREAT SERVICE BUT THE PEOPLE WHO LOVE US HAVE NOTHING TO SAY. IT'S ONLY THE VERY UNHAPPY CUSTOMERS THAT LEAVE A REVIEW. SO I PROPOSE \$5 PER 5 STAR REVIEW TO ANYONE IN THE DEALERSHIP. THIS PROGRAM WILL RUN THE WHOLE YEAR. I'M PAYING NOT FOR FAKE REVIEWS. IM PAYING EMPLOYEES TO ENCOURAGE THEIR HAPPY CUSTOMER TO LEAVE US A REVIEW.

**Projected date of completion? Short term! Will have done by March 5th**

Jan.	Feb.	March 5TH	April	May	June
July	Aug.	Sept.	Oct.	Nov.	Dec.