



Financial Management Objective Homework

**Student
Class #**

Israel Mora

Name:

322

Academy

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

March 20 th 2017

by

**Provide the relevant
composite data**

Department	Mont h	Page	Colum n
Service	11	29	9

Action plan for achieving objective
What is the area of focus?
Service Department Operating Profit
What is the proposed plan? How will you achieve it?
My service department is currently losing money due to a 37% internal gross retention. My plan is to immediately increase internal rates to full retail (\$120) versus our previous rate of \$80.
How will you track your progress? What measurements, KPI's? How often will you track?
I am holding a fixed operations meeting weekly with Parts and Service Managers. We will use the financial statement each month to track our monthly progress, and ROAMS system to monitor weekly.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
The employees that will be affected are the Used Car Coordinator, the Fixed Operations Manager, and myself. I am the one that approves or declines all internal work, so I will be responsible to make sure that there is no discounting or changes to this policy.

Is there a cost, or estimated cost for implementation?
no
Projected date of completion? Immediately

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