



## Financial Management Objective Homework

**Student  
Class #**

FARID SHAH KARIMI

**Name:**

N323
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**Academy**

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

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*by*

**Provide the relevant  
composite data**

Department	Month	Page	Column
USED CARS	JAN-FEB	18-25	12

<b>Action plan for achieving objective</b>
<b>What is the area of focus? USED CARS DEPARTMENT</b>
<b>What is the proposed plan? How will you achieve it? COMPLETE MAKE OVER AS A WHOLE AS IT APPLIES TO THE USED CAR DEPARTMENT. Hire a used car director, and only he can put a number on a used car when it comes to trades. If the desk gives a higher number on a unit. The used car director can change the number to his liking as its reasonable.</b>
<b>How will you track your progress? What measurements, KPI's? How often will you track? MONTHLY use the graphs and measurements available to me on our class site and make sure if nothing else im at least in the game comparing to other in the composite.make sure GROSSes both FRONT AND BACK USED CAR GROSS is at a minimum of the rest of the group. WHOLESAL OVERALL GROSS AND HOW MANY CARS GO IN TO WHOLESAL AND VNDORS USED IN THE USED CAR DEPARTMENT should be tracked and monitor on a weekly basis. No more than two vendors period. Avoid avoid wholesalers at all cost, and try to keep as many units as possible to be re-sold at our dealership</b>

**Who are the employees that will be involved, or impacted? Will they require training or assistance? THE OWNER, THE SALES MANAGERS, THE SALES PEOPLE AND THE USED CAR MANAGER. TRAINING IS A MUST BIG TIME.**

**Is there a cost, or estimated cost for implementation? YES THERE IS A COST OF 15000 PER MONTH COST AS THAT IS THE SALARY OF THE USED CAR DIRECTOR.**

**Projected date of completion? AUGUST 2017**

<b>Jan.</b>	<b>Feb.</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>
<b>July</b>	<b>Aug. 2017</b>	<b>Sept.</b>	<b>Oct.</b>	<b>Nov.</b>	<b>Dec.</b>