



**Financial
Objective Homework**

Management

**Student
Class #**

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Name:

334

Academy

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

3/5/18

by

Provide the relevant composite data

Department	Month	Page	Column
NEW VEHICLE SALES	JAN	6	6
Action plan for achieving objective			
What is the area of focus?			
NEW VEHICLE DAYS SUPPLY, STOCKING WHAT WE SELL, INCREASE PROFIT, LOWERING FLOORPLAN			
What is the proposed plan? How will you achieve it?			
WE HAVE A CURRENT VARIANCE DAYS SUPPLY OF 243 DAYS BASED OFF A MONTHS SUPPLY OF NEW HYUNDAI OF 7.62 MONTHS. WE WOULD LIKE TO LOWER TO A 90 DAY SUPPLY BY 10/1/18. SPRING MARKET WILL NATURALLY LOWER OUR DAYS SUPPLY, ENSURING WE DON'T HAVE THIS ISSUE 4 TH QUARTER IS A MUST			
ACHIEVING THIS GOAL IS GOING TO TAKE COMMITMENT BY THE NEW CAR MANAGER TO LIMIT ALLOCATIONS AND PAY MORE ATTENTION AGING INVENTORIES. STOCKING WHAT WE SELL AND FOCUSING ON OUR OVERAGE INVENTORY.			
How will you track your progress? What measurements, KPI's? How often will you track?			
MEET WEEKLY WITH MANAGEMENT TEAM TRACKING OLDEST UNITS AND TURN. USING FINANCIAL STATEMENT TO TRACK MONTHLY PROGRESS			
Who are the employees that will be involved, or impacted? Will they require training or assistance?			
GSM AND SALES MANAGER WILL BE THE MAIN PEOPLE INVOLVED. THIS IS A NEW PRACTICE AT THE STORE, I WILL BE TRAINING THE STAFF FROM WHAT I HAVE LEARNED AT NADA			
Is there a cost, or estimated cost for implementation?			
THE COST WILL REFLECT ON FRONT END GROSS AS WE CLEAN UP AGED INVENTORIES			

Projected date of completion?10/1/18

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