



Financial Management Objective Homework

Student FAHAD ARSHAD **Name:** **Academy**
Class # 324

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

Provide the relevant composite data

| | | | |
|------------|-----------|------|------------|
| Department | Mont h | Page | Colum n |
| SERVICE | FEB | | |

| Action plan for achieving objective |
|---|
| What is the area of focus? Increased Parts Sales Per Repair Order. |
| What is the proposed plan? How will you achieve it? Make a new labor type with list + 10% for parts for menu (Maintenance) items. If 10% coupon is used or applied it will still be at list price. Make certain parts to be put in correct sources and matrix pricing is Set correctly. |
| How will you track your progress? What measurements, KPI's? How often will you track? We will track Daily using repair order analysis in CDK. Reviewing sales and repair orders weekly. |
| Who are the employees that will be involved, or impacted? Will they require training or assistance? Service manager- Parts manager- service advisors-parts counter people. Training in how to see the jobs and offer value. Having it done by the professional |
| Is there a cost, or estimated cost for implementation? NONE. |
| Projected date of completion? Immediately |

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