



Financial Management Objective Homework

Student Name: Zach Brandt

Academy Class # N535

I plan to accomplish the following objective by our next class on: April 16-20

Provide the relevant composite data

Department	Month	Page	Column
Parts Page 38	January	38	B

Action plan for achieving objective
What is the area of focus?
Guide for Gross % of sales is 38% we are running 30.29%.
What is the proposed plan? How will you achieve it?
Monitor and update the parts matrix, Make sure menu items are being priced correctly. Lastly going to work with the insurance DRPs at the body shop to get an increase.
How will you track your progress? What measurements, KPI's? How often will you track?
Will be tracked monthly, will be discussed in the managers meeting.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
Tory McKennie P/S MGR Allen Mirabal Svc Dir Richard Rodriguez P/S IMGR
Is there a cost, or estimated cost for implementation?
No cost
Projected date of completion? 12/31/18

starting

Jan. 30.29%	Feb.	March	April	May	June
July	Aug.	Sept.	Oct.	Nov.	Dec.

Zach Brandt
26 November 2018
Capitol Ford Lincoln
Nada Class N335

Financial Management Objective Homework Week 1

I plan to accomplish the following objective by our next class during the week of April 16-20, 2018.

The department of Focus is going to be our parts department. The relevant composite data can be found in the Parts segment of the N335 Composite. The location is page 38 column B. The guide for this notation is 38% gross as a percent of sale.

Store currently is at 30.29%.

What is the area of focus:

The are of focus is to make gains towards reaching 38% gross as a % of sales for total Parts Department.

What is the proposed plan? How will you achieve it?

We will monitor this factor throughout the month by looking at the 001 Doc in UCS. We will address all menu items to make sure pricing is adequate, we will do an increase on our Parts Department Pricing matrix effective March 1st while ensuring that the pricing is consistent 100% of the time. We will also work on our purchases for repairs at our body shop as well as nudge our insurance companies.

How will you track your progress? What measurement, KPIs'? How often will you track?

We will track the progress daily, breaking up the categories to, Counter, Back Counter, Body Shop, Warranty and Wholesale. We will set a goal for each level to achieve to get to our goal of 38% gross as a % of sale.

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

The employees involved are Tory McKennie (Body Shop Manager), Richard Rodriguez (Parts Manager), Victor Padilla (Service Manager), and Allen Mirabal (Service Director). Training required will be showing the team where to look in our DMS to track the percentages for their respective areas.

Is there a cost, or estimated cost for implementation? No cost will be associated with this task.

Projected dates of Completion? Quarterly goals.

1 st Quarter 32%	2 nd Quarter 34%	3 rd Quarter 36%	4 th Quarter 38%
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January Starting Point

30.29%