



Financial Management Objective Homework

**Student
Class #**

Trevor Shoun

Name:

N334

Academy

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

4/23/18

by

**Provide the relevant
composite data**

Department	Month	Page	Column
Used		18	5B

Action plan for achieving objective
What is the area of focus?
Increase Gross as a percent of sales to over 9%
What is the proposed plan? How will you achieve it?
We will use dealer Fenix to better track reconditioning costs and use the new internal "sublet" team
Which will lower costs and speed reconditioning to allow us to sell more units under 30 days where
We make the most gross
How will you track your progress? What measurements, KPI's? How often will you track?
We can track PVR realtime in dealerfenix and should track for north of 1000 in the front and 1200 in
Back in order to hit the objective
Who are the employees that will be involved, or impacted? Will they require training or assistance?
Brian the recon/detail manager, Wayne the head lot guy, Chris the Assistant used car manager
Me and the service managers. We have already invested in the training for touch up PDR etc and dealerfenix
Is there a cost, or estimated cost for implementation?
We have already spent the money on all of the training and systems

Projected date of completion? 4/1/2018

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