



**Financial**

**Management**

**Objective Homework**

**Student  
Class #**

Kal Nasser

**Name:**

334

**Academy**

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

**by**

**Provide the relevant  
composite data**

Department	Month	Page	Column
Sales	January	B	2A

<b>Action plan for achieving objective</b>
<b>What is the area of focus?</b>
Number of used cars sold from 47 in January to over 70 by the end of August
<b>What is the proposed plan? How will you achieve it?</b>
Increase inventory to 100 units minimum and market on our website as well as local news paper, Cars.com, Car gurus, Auto trader, etc...
Control the inventory from aging by pricing to market using the velocity principles to turn fast.
Keep most of the trade in and sell the high mileage vehicles as value cars where we don't have to spend too much money on reconditioning resulting in better grosses and lower prices for the customers.
<b>How will you track your progress? What measurements, KPI's? How often will you track?</b>
Track my units every day by running the sales report and go over it with my managers
Track my inventory daily, weekly and keep an eye on aged units.
<b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b>
All sales personal will be involved, from sales people (require training on how to present and sell the value of the product vs. the price), to the used car manager, used car buyers, other sales managers as well as the GSM and myself.

<b>Is there a cost, or estimated cost for implementation?</b>
Other than the cost of having more inventory on hand there is no cost involved.
<b>Projected date of completion? 08/31/18</b>

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