



Financial Management Objective Homework

**Student
Class #**

Nicholas D'Andrea

Name:

N334

Academy

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

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by

**Provide the relevant
composite data**

Department	Month	Page	Column
F&I	February		

Action plan for achieving objective
What is the area of focus?
Increase F&I Gross
What is the proposed plan? How will you achieve it?
Increase F&I Gross by Per copy by \$400. Focus on F&I interview process. Make sure customer sits with F&I manager right after sale. Train salespeople on talking up products.
How will you track your progress? What measurements, KPI's? How often will you track?
Track weekly. Review with F&I manager.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
Sales people. F&I Manager. Sales Manager. Training will be required for all
Is there a cost, or estimated cost for implementation?
Cost will be further compensation on gross to salespeople and F&I Manager
Projected date of completion? 5/1/18

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