



Financial Management Objective Homework

**Student
Class #**

ALPER SIMSEK

Name:

326-0 5

Academy

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

JUNE 2017

by

**Provide the relevant
composite data**

Department	Month	Page	Column
PRE-OWNED/SERVICE	JAN		

Action plan for achieving objective
<p>What is the area of focus?</p> <p>TURN AROUND TIME IN SERVICE WITH PRE=OWNED CARS TO COME TO DESIRABLE 6-8 TIMES PER YEAR.CONSDERING INTERNALS ARE THE BEST CUSTOMER FOR SERVICE DEPARTMENT MATCHING THE RATE.</p>
<p>What is the proposed plan? How will you achieve it?</p> <p>FOCUSING EVERYONES ATTENTION ON USED CAR TURN AROUND ,WHICH WILL AUTOMATICLY WILL GIVE AN INCREASE IN SERVICE RECON RATE AND PROFIT.BESIDES THE DOLLAR AMOUNT THIS WILL ALSO RAISE THE UNITS(180 PER YEAR) ALSO IT WILL BE BENEFICIAL FOR ALL DEPARTMENTS,WHICH PARTS IN RECON WILL INCREASE,SALES DEPARTMENT WILL ADD ON APPROXIMATELY \$52,500 IN GROSS SALES MONTHLY</p>
<p>How will you track your progress? What measurements, KPI's? How often will you track?</p> <p>YOU CAN TRACK THE INVENTORY DAYS IN STOCK ALSO YOU CAN TRACK YOUR RO COUNT FOR INTERNALS.YOU CAN ALSO TRACK THE SOLD UNITS AND COMPARE TO PRIOR MONTHS AND YEARS</p>
<p>Who are the employees that will be involved, or impacted? Will they require training or assistance?</p>

SERVICE MANAGER WILL BE ACCOUNTABLE ON 5 DAYS TURN INCLUDING SPECIAL PART ORDERS, SALES MANAGERS WILL BE RESPONSIBLE ON CLEARING THE UNITS BY FOLLOWING UP ON THEIR DEALS TO FUND (IF IT'S A TRADE) ALSO THEY WILL HAVE TO SELL THE UNITS LESS THAN 45 DAYS, USED CAR MANAGERS RESPONSIBILITY WILL BE CHECKING THE CAR PRICING BASED ON MARKET DAY SUPPLY ON A DAILY BASES AND ALSO TO MAKE SURE ALL THE CARS PRICED AND PICTURED IN THE COMPETITIVE CALIFORNIA MARKET.

Is there a cost, or estimated cost for implementation?

COST OF THIS WILL BE \$2500 (APPROX)

Projected date of completion? DATE WAS 9/25/17 AND ACCOMPLISHED !

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