



Financial Management Objective Homework

Student Class # **Name:** **Academy**

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

Provide the relevant composite data

Department	Month	Page	Column
New	Dec	13	12

Action plan for achieving objective
What is the area of focus? Increase New Car Gross Profit as a percent of sales from 3 rd worst in the group 0.19% to the Toyota average of 3.38
What is the proposed plan? How will you achieve it? Install new deskings process where both Finance and front gross are controlled by the desk, and get finance managers involved sooner.
How will you track your progress? What measurements, KPI's? How often will you track? Change payplans for desk managers to more handsomely reward great performance and to penalize poor performance.
Who are the employees that will be involved, or impacted? Will they require training or assistance? General Sales Manager, Desk Managers, Finance Managers.
Is there a cost, or estimated cost for implementation? No
Projected date of completion? Jan 2018

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