



Financial Management Objective Homework

**Student
Class #**

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Name:

DG01
2

Academy

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

YOY increase of CPO
units

by

By stocking, reconditioning and ultimately selling more certified Toyota products this will have a direct impact on parts, service and sales.

Objective:

Department: Sales

Action plan for achieving objective					
Jan.	Feb.	March	April	May	June
July	Aug.	Sept.	Oct.	Nov.	Dec.
What is the proposed plan? How will you achieve it?					
My proposed plan is to increase the volume of cpo units available for sale by at least 25% YOY. Simply having these certified units available means they have gotten reconditioned to the manufacturers specifications and that comes with a direct spike to business for the parts and service departments					
How will you track your progress? What measurements, KPI's? How often will you track?					
I will be able to track my progress of acquisitions using ebiz and firstlook. These reporting systems give me a clear view of what is available on a daily basis. I will also have to track the internal parts and service profitability for cpo units.					
Who are the employees that will be involved, or impacted? Will they require training or assistance?					
This will affect the used car manager, our internal service writer and the service and parts managers.					
Is there a cost, or estimated cost for implementation?					
Acquisition costs and costs to keep more common parts in stock seem to be the only increases.					
Projected date of completion?					
I would like to track this throughout the year, although Setting a goal to have this accomplished by the end of Q2 would be ideal.					

