

Controllable Expenses

Record some strategies to control expenses.

AT MY DEALERSHIP MY PARTS MANAGER HAS ALWAYS TOLD ME WE HAVE TO BE WITHIN 16% FOR EMPLOYEE EXPENSES. WE USE CDK AND EXCESSA TO SEE MONTH TO DATE GROSS PROFIT PROJECTIONS IF WE ARE TRACKING LOWER THAN EXPECTED WE CUT OVERTIME AND TAKE LONGER LUNCHES TO BE WITHIN OUR % OF EXPENSES. WE ALSO HAVE WEEKLY DRIVER LOGS THAT KEEP TRACK OF MILEAGE AND FLUID CHECKS THAT OUR DRIVERS CHECK ON A WEEKLY BASIS. THIS HELPS US WITH ANY MAINTENANCE PROBLEMS THAT MAY EFFECT OUR EFFICIENCY TO DELIVER TO OUR CUSTOMERS. CAUSING LOST TIME (TIME IS MONEY) AT OUR DEALER WE CAN'T CONTROL ANY SALES AND MARKETING EXPENSES BUT WE DO TAKE ADVANTAGE. WE COME UP WITH PARTS AND SERVICE COUPONS OR SPECIALS THAT CAN DRIVE MORE CUSTOMERS THROUGH OUR DRIVE AND PARTS COUNTER.

