Financial Management Objective Homework

Student Class #	Steve Miller	**Name:**	H106	**Academy**

I plan to accomplish the following objective | May 8th, 2017 | *by*
our next class on:

Provide the relevant composite data

Department	Month	Page	Column
Used Vehicle	03	18	11

Action plan for achieving objective
What is the area of focus? Used Vehicle Department operating profit.
What is the proposed plan? How will you achieve it? First, identify why there are so many COS/Policy chargebacks not set up in car deals so we can better analyze inventory pricing and reconditioning. With low unit sales our used inventory consists mostly of purchased inventory requiring higher obtainment costs and reconditioning costs. The GM was rewriting the UC mngr pay plan to account for high COS/Policy chargebacks which lead the UC mngr to quit. We are now working with a UC mngr with minimal experience so we are starting fresh with how COS chargebacks impact future gross. We plan to review these specific items monthly with quarterly comparisons. We are looking to reduce the amount of COS/Policy chargebacks by 50% by the end of the second quarter. One idea being kicked around is having a dedicated purchase employee to help fill inventory. We are also evaluating reconditioning costs to ensure they are in line. This year we also plan to phase out guarantee pay plans.
How will you track your progress? What measurements, KPI's? How often

will you track?
We will be tracking COS/Policy chargebacks monthly and discussing with the UC Mngr
Who are the employees that will be involved, or impacted? Will they require training or assistance?
General Manager, UC Manager, Sr. Account Manager We will all be assisting one another as we learn together.
Is there a cost, or estimated cost for implementation? N/A
Projected date of completion? 12/31/2017 We are going to evaluate monthly with quarterly comparisons through the end of the year.

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