



## Financial Management Objective Homework

**Student  
Class #**

Kailey  
Hatfield-Odero

**Name:**

335

**Academy**

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

See below

**by**

**Provide the relevant  
composite data**

Department	Month	Page	Column
Used Vehicle Dept	Feb 2018	6	8B

<b>Action plan for achieving objective</b>
<p><b>What is the area of focus? Turning used inventory more frequently. Currently we turn our used inventory 3.65 times per year versus the suggested 12 times per year recommended by NADA.</b></p>
<p><b>What is the proposed plan? How will you achieve it? 1. Access current used inventory. Look at age of inventory to decide what needs price adjustments and what needs to be sent to auction. 2. Work with Dealer and Sales Manager to come to agreement on a more frequent and aggressive pricing strategy. Will need to work with dealer and sales manager to work of culture shift in how we look at used car inventory and the turn rate. Not all used vehicles need to be a huge grosser. If we move more inventory then when can afford to make 1k to 2k on some of them instead of needing to make 4k to 5k on every single one. Also working on making the call to cut a loss by sending to auction to free up room for new used inventory instead of just waiting to retail out of it. 3. Work to acquire more used inventory to be able to turn quicker. 4. Work with Crista on a more aggressive marketing plan to move used vehicles and look into additional vendors that can help with pricing and showcasing our inventory on their sites to potential buyers. 5. Work with service department to get used cars out quicker to have them on the lot sooner to sell. 6. Provide training to sells team regarding selling</b></p>

<b>a new vs used vehicle. Also refresh training on our certified used program with sales team.</b>
<b>How will you track your progress? What measurements, KPI's? How often will you track? I will continue to track our months supply and pre-owned calendar inventory turns. I will also look at the aging report for used inventory.</b>
<b>Who are the employees that will be involved, or impacted? Will they require training or assistance? Dealer, Sales Manager, Crista, myself, service and sales team.</b>
<b>Is there a cost, or estimated cost for implementation? May take an initial hit on sending some vehicles to auction from used car lot. Will need to purchase some more inventory at auction. May need to spend additional money on vendors or advertising if deemed needed.</b>
<b>Projected date of completion? Octi</b>

<b>Jan.</b>	<b>Feb.</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>
<b>July</b>	<b>Aug.</b>	<b>Sept.</b>	<b>Oct.</b>	<b>Nov.</b>	<b>Dec.</b>