



Financial Management Objective Homework

Student Charles Hart **Name:** 107 **Academy**
Class #

I plan to accomplish the following objective 5/14/18 *by*
our next class on:

Provide the relevant composite data

Department	Month	Page	Column

Action plan for achieving objective
What is the area of focus?
Focus on reducing average CIT and days to post in order to improve cash flow for dealership
What is the proposed plan? How will you achieve it?
Daily meetings regarding CIT and deal posting status with F&I and sales management
Our goal will be to accomplish an average CIT of 7 days or less
How will you track your progress? What measurements, KPI's? How often will you track?
We will track our CIT progress with daily reports provided by accounting to show average CIT and cash flow. We will discuss our progress daily.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
Finance producers, sales managers
Is there a cost, or estimated cost for implementation?
There is no cost associated with this implementation- just daily focus
Projected date of completion? May 1, 2018

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