



Financial Management Objective Homework

**Student
Class #**

MICHAEL BROOKS

Name:

HAG1 06

Academy

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

May 8, 2017

by

**Provide the relevant
composite data**

Department	Month	Page	Column
Used	3	19	12

Action plan for achieving objective
What is the area of focus? Used Vehicle F & I PUVR.
What is the proposed plan? How will you achieve it? Increase F&I PUVR from \$813.00 PUVR (net after chargebacks ref financial pg 4 line 64) to greater than \$1100.00 per unit. Increase will be achieved by using JM&A sales techniques, having F&I intervention early into the sales process, and increasing VSC sales.
How will you track your progress? What measurements, KPI's? How often will you track? Progress will be monitored daily using Stone Eagle Reporting and Executive Eye.
Who are the employees that will be involved, or impacted? Will they require training or assistance? Ongoing training will be provided to sales staff, managers, and F&I personnel using JM&A.
Is there a cost, or estimated cost for implementation? Due to having an existing relationship with JM&A, no further cost will be incurred.

Projected date of completion? End of 3rd quarter 2017.

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