



Financial Management Objective Homework

Student Jeremy Davis **Name:** 7 **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?
Rebates/Receivables
What is the proposed plan? How will you achieve it?
Make sure all rebates are submitted properly and notated properly in each deal so we will get paid in a timely fashion. I will achieve by properly training new procedures with all sales managers and create tracking spreadsheets and reports for new car office clerk and myself to monitor.
How will you track your progress? What measurements, KPI's? How often will you track?
Create a spreadsheet that will be updated with case #'s for all rebates submitted to manufacturer. I have had Reynolds create a report that allows me to view in detail every description and amount of every rebate used in deal by each manager. Monthly meeting with ROM, Office Manager, and new car clerk.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
New car deal clerk, all Sales managers, GM, Business office Manager
Is there a cost, or estimated cost for implementation?

No cost but will free up cash for the dealership and minimize receivable list.

Projected date of completion? May 1st but this will be ongoing.

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