



## Financial Management Objective Homework

**Student  
Class #**

Damien Chesney
-------------------

**Name:**

N336
------

**Academy**

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

June 3rd
----------

**by**

**Provide the relevant  
composite data**

Department	Mont h	Page	Colum n
New Vehicles	Feb	7	5A

<b>Action plan for achieving objective</b>
<b>What is the area of focus?</b>
Excess New Vehicles
<b>What is the proposed plan? How will you achieve it?</b>
Focus on turning our new vehicles faster, not taking over allocation until we can get a handle on our inventory.
I am going to Vin specific target all old age inventory to help reduce old age as well as look at what trim colors and options aren't selling as fast.
<b>How will you track your progress? What measurements, KPI's? How often will you track?</b>
We just signed up with VAuto Conquest which tracks all of our inventory, days in stock, shows where we are priced in relation to our competition. It also shows us what trim lines, colors, and options are selling the fastest as well as sitting the longest.
I will have a webinar every 1-2 weeks to see the implementation, we will look at industry averages and local competitors to track our progress in streamlining our inventory.
<b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b>
Myself (GSM) my New Car Manager and our GM, VAuto will be training us.

**Is there a cost, or estimated cost for implementation?**

Being we are already VAuto customers there is only a minor cost per month to add the feature.

**Projected date of completion?** Fully implemented mid May, I hope to have a feel for everything by the time our next class starts in June

<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>