

Financial Management Objective Homework

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Class # Riverton
Chevrolet

I plan to accomplish the following objective August 13, 2018 **by**
our next class on:

Provide the relevant composite data

Department	Month	Page	Column
Sales-Finance	April	1	9

Action plan for achieving objective
<p>What is the area of focus?</p> <p>Contracts in transit CIT's March Statement \$2,354,324 April Statement \$2,529,359 As of 5-4-2018 11 Contracts over 10 Days 20 Contracts 11-29 days 7 over 30 days Total of 38 CIT's over 10 days.</p>
<p>What is the proposed plan? How will you achieve it?</p> <p>Reduce Contracts in Transit- Implement processes to insure timely and efficient handling of paperwork and deal jacket through funding. Deal cover sheet with all required information needed to be filled out correctly by sales representative, desk manager, F&I Manager and accounting staff. Process to follow deal through funding. Implement process requiring all deals turned in to accounting within 72 hours and all deals funded within 10 days. Train all staff and make sure they understand expectations and then manage the expectations on a daily basis.</p>
<p>How will you track your progress? What measurements, KPI's? How often will you track?</p> <p>Daily uncapped deal report, daily CIT report, Review of all deals for accuracy before they are turned in to accounting office. All to be done daily.</p>
<p>Who are the employees that will be involved, or impacted? Will they require training or assistance?</p> <p style="text-align: center;">Sales Representatives, Team Leaders, Desk Mangers, Finance Managers, Accounting Staff.</p>

Is there a cost, or estimated cost for implementation?
No.
Projected date of completion? July 31st

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