



Financial Management Objective Homework

John Watkins	336
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Student Name: _____ **Academy Class #** _____

I plan to accomplish the following objective our next class on: 10/15/18 - New Car Sales **by**

Provide the relevant composite data

Department	Month	Page	Column

Action plan for achieving objective
What is the area of focus?
Reduce reconditioning turn time from to 4 days. We averaged 7 days during the last quarter of 2017 and 9 days in April 2018. We need to fix the inconsistency and plan for the ups and downs.
What is the proposed plan? How will you achieve it?
We need to hire more detailers, extend hours of operation for detail and/or recon techs, investigate reconditioning software to improve efficiency, fix missing key issue, and formalize a plan for diverting work to main shop at first sign that recon techs are falling behind.
How will you track your progress? What measurements, KPI's? How often will you track?
We will use DMS report and/or recon software report to measure number of days from acquisition to RO close date. We will track this daily.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
Service Manager, Recon Advisor and Techs, and Detailers. Process training will be required and software training may be as well. Mgmt. will need to stay engaged and provide assistance as needed.
Is there a cost, or estimated cost for implementation?
Additional personnel costs will be incurred and possibly software cost if we to that

route.

Projected date of completion? September 30, 2018

Jan. 7 days	Feb. 3 days	March 5 days	April 9 days	May	June
July	Aug.	Sept.	Oct.	Nov.	Dec.