



Financial Management Objective Homework

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Class #

I plan to accomplish the following objective August 13th 2019 *by*
our next class on:

Provide the relevant composite data

Department	Month	Page	Column

Action plan for achieving objective
<p>What is the area of focus? To get our total pre owned vehicle sales from 98 (90 day avg) to 150 (90 day avg)</p>
<p>What is the proposed plan? How will you achieve it? -Implement the model inventory I have used at my prior dealership at my current dealership to avg 63 deliveries on a 30 day average with a 60 unit inventory. -Use this same model to establish one for IV Hyundai-June July action items-June -UV director to lead a daily trade and stock walk @ 10:00 with all sales reps on shift-June -Reverse process on CPO's only UV director GSM and GM able to decline certification on all eligible vehicles. Process currently not being focused on by a designated individual-June -Daily review by UV Director and GM of lease end (VIPS) vehicles grounded here that are eligible for dealer purchase.-June -Process on low price point wholesale vehicles that are 'project" KBB 7k and under. Have either as is purchase plan and Fixed mark up that is proportionate to the price point of the vehicle. -July -Promote World class Merchandizing on our CPO inventory on our Virtual</p>

lot and Physical lot-July -Train sales reps on on the advantages of certified vehicles vs. other options.
How will you track your progress? What measurements, KPI's? How often will you track?
1.We will review during our Sr Managers meeting so we all know what direction we are trending and can implement course correction.2 Purely unit based sales average at this fist phase. Review weekly during our Sr Managers meeting.
Who are the employees that will be involved, or impacted? Will they require training or assistance? Looking to get everyone rowing in the same direction from our Sales staff to our Fixed management team to our Variable management team.
Is there a cost, or estimated cost for implementation?
Virtually zero dollar cost. It's likely the highest ROI opportunity that currently exists in our dealership.
Projected date of completion? August 13, 2019.

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