



Financial Management Objective Homework

Student Name:

Academy Class #

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

Department	Mont h	Page	Colum n
Service	4	B	9

Provide the relevant composite data

Action plan for achieving objective
What is the area of focus?
Service department gross
What is the proposed plan? How will you achieve it?
Setting a monthly goal for each service advisor to sell a minimum of \$60k in labor. The reward for doing so is getting a \$100 monthly bonus.
How will you track your progress? What measurements, KPI's? How often will you track?
I will track their progress by viewing their labor sales in our DMS each month.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
Service advisors will be impacted. We will provide weekly training on word tracks for upselling repairs to customer's.
Is there a cost, or estimated cost for implementation?

\$100 per month per service advisor that achieves the goal.

Projected date of completion?

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