



Financial Management Objective Homework

**Student
Class #**

James
Conroy-15

Name:

N337

Academy

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

July 16-20

by

**Provide the relevant
composite data**

Department	Mont h	Page	Colum n
Pre-Owned	April	21	7A

Action plan for achieving objective
<p>What is the area of focus? Pre-Owned wholesale profit (lack of). We are currently <421> and will achieve <300> on June statement (profit does not include pack of \$300 that goes into inventory adjustments)</p>
<p>What is the proposed plan? How will you achieve it? Plan is to speed up time frame to auction or reconditioning. We created a new position of P/O Inventory Manager and combine new & used sales managers for efficiency Trade walk daily to properly evaluate w/s or retail units and correct ACV</p>
<p>How will you track your progress? What measurements, KPI's? How often will you track? Wholesale log in Google Docs for every mgr to monitor. We will have auction lists tracking units and Book values daily for trades and old age inventory.</p>
<p>Who are the employees that will be involved, or impacted? Will they require training or assistance? Pre-Owned Director, Pre-Owned Inventory MGR & two assistants. We will need to train daily & track Progress.</p>
<p>Is there a cost, or estimated cost for implementation? Yes, we will bonus Pre-owned Director & Pre-Owned Inventory Manager \$500 each</p>

if we achieve goal

Projected date of completion? End of June but continue to attack for full year

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