



Financial Management Objective Homework

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Name: 338 **Academy**

I plan to accomplish the following objective our next class on:
08/20/2018
by

Provide the relevant composite data

Department	Mont h	Page	Colum n
Used and new	April	2	2/3

Action plan for achieving objective
What is the area of focus? Improve gross to nada guide
What is the proposed plan? How will you achieve it? Train employees on the back-end products/ train on holding margins/ train on our sales process Train managers on holding staff accountable. I am going to replace one manager who lacks the ability to lead himself and his team to success.
How will you track your progress? What measurements, KPI's? How often will you track? I will track daily with my tools I have with my DMS and customer satisfaction results. Calling every customer that does purchase and calling lost sales customers. I will track daily for the next 6 weeks.
Who are the employees that will be involved, or impacted? Will they require training or assistance? The employees that are involved are sales staff, sales managers, office staff and office managers. The used car manager and BDC Manager and myself

Is there a cost, or estimated cost for implementation?

No cost to implement this training and we have the processes already established, we have just deviated from the process and need to get refocused. Back to some basics

Projected date of completion?

We would like to start seeing results within the first week and by 6 weeks we should have started to go in a better direction with improved grosses.

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