



## Financial Management Objective Homework

Student Name: Tony Holmes      Academy Class # Hag106

I plan to accomplish the following objective by our next class on: May 8<sup>th</sup>

Provide the relevant composite data

Department	Month	Page	Column
New Sales	Mar	6	2 + 3

Action plan for achieving objective					
<b>What is the area of focus?</b>					
New Cars Days Supply					
<b>What is the proposed plan? How will you achieve it?</b>					
Lower the new car days supply by managing ordering, dealer trades and directing sales towards aged units.					
<b>How will you track your progress? What measurements, KPI's? How often will you track?</b>					
Monthly monitor and track NC Months Supply, Excess Inventory and Opportunity. Work towards guide or Days Supply of 45.					
<b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b>					
Tony Holmes(GSM), Joey Beasenburg(NCM), Baillie Flynn(Inv Mgr) We are training on the GM Dart system and VAuto Conquest for ordering. Tracking dlr trades for trends and training on how to manage distressed inventory.					
<b>Is there a cost, or estimated cost for implementation? None</b>					
<b>Projected date of completion? Dec 2017</b>					
<b>Jan. 4.73 11,207,477</b>	<b>Feb. 5.24 11,952,307</b>	<b>March 4.07 10,410,924</b>	<b>April</b>	<b>May</b>	<b>June</b>
<b>July</b>	<b>Aug.</b>	<b>Sept.</b>	<b>Oct.</b>	<b>Nov.</b>	<b>Dec.</b>