

Sales Manager Summary

Michael Conahan / Dashboard Reports Dealer Group

Date Range : 3/1/2020 to 3/31/2020

Filtered On Type(s) : Retail

Filtered on Status : Processed, Approved

Including Class : New, Used and Trxn : Finance, Lease, Cash, Balloon and Products : Front, Back, After Market, Other, Dealer Profit

	Donald Hood	Francis Alexander	Donald Reed	Greg Rawlings	Michael Conahan	Peter Ferenz	Total
TOTAL UNITS	20	6	9	7	2	2	46
- New	11	1	2	6	1	1	22
- Used	9	5	7	1	1	1	24
- Financed	8	5	5	5	2	1	26
- Leased	8	1	1	2	0	1	13
- Cash	4	0	3	0	0	0	7
F&I TOTAL POLICIES	15	9	14	6	5	2	51
Products Per Unit Sold	0.8	1.5	1.6	0.9	2.5	1.0	1.1
Total F&I Gross	\$21,709	\$12,963	\$11,489	\$7,885	\$6,117	\$2,260	\$62,424
Avg. Gross Per Policy	\$665	\$740	\$661	\$533	\$915	\$485	\$679
PVR	\$1,085	\$2,161	\$1,277	\$1,126	\$3,059	\$1,130	\$1,357
- PVR New	\$1,155	\$1,457	\$2,058	\$1,125	\$5,661	\$1,040	\$1,442
- PVR Used	\$1,000	\$2,301	\$1,053	\$1,135	\$456	\$1,220	\$1,279
Total Menus Collected	0	0	0	0	0	0	0
% Menus Collected	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
Total Accept/Decline Waivers	0	0	0	0	0	0	0
% Waivers Collected	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
Total Flite Deals	0	0	0	0	0	0	0
% Flite Utilized	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
RESERVE UNITS	16	6	6	7	2	2	39
Avg Rate Spread	0.5	0.9	0.4	0.8	1.3	0	0.6
Reserve Amount	\$11,738	\$6,299	\$2,233	\$4,689	\$1,543	\$1,290	\$27,793
Avg Reserve	\$734	\$1,050	\$372	\$670	\$772	\$645	\$713
Avg Finance	\$580	\$968	\$447	\$586	\$772	\$720	\$650
Avg Lease	\$887	\$1,457	0	\$879	0	\$570	\$837
% Finance Penetration	40.00 %	83.33 %	55.56 %	71.43 %	100.00 %	50.00 %	56.52 %
% Lease Penetration	40.00 %	16.67 %	11.11 %	28.57 %	0.00 %	50.00 %	28.26 %
% of Total F&I	54.07 %	48.59 %	19.44 %	59.47 %	25.23 %	57.08 %	44.52 %
Vehicle Service Contracts	1	0	0	1	0	0	2
Total Gross	\$1,988	0	0	\$521	0	0	\$2,509
% Penetration	5.00 %	0.00 %	0.00 %	14.29 %	0.00 %	0.00 %	4.35 %
Avg. Gross Per Policy	\$1,988	0	0	\$521	0	0	\$1,255
% of Total F&I	9.16 %	0.00 %	0.00 %	6.61 %	0.00 %	0.00 %	4.02 %
GAP Insurance	5	3	4	1	2	0	15

	<i>Donald Hood</i>	<i>Francis Alexander</i>	<i>Donald Reed</i>	<i>Greg Rawlings</i>	<i>Michael Conahan</i>	<i>Peter Ferenz</i>	<i>Total</i>
<i>Total Gross</i>	\$1,311	\$1,322	\$1,800	\$660	\$1,005	0	\$6,098
<i>% Penetration(Finance)</i>	62.50 %	60.00 %	80.00 %	20.00 %	100.00 %	0.00 %	57.69 %
<i>Avg. Gross Per Policy</i>	\$262	\$441	\$450	\$660	\$503	0	\$407
<i>% of Total F&I</i>	6.04 %	10.20 %	15.67 %	8.37 %	16.43 %	0.00 %	9.77 %
<i>Road Hazard Protection</i>	0	0	1	2	1	0	4
<i>Total Gross</i>	0	0	\$1,515	\$525	\$1,075	0	\$3,115
<i>% Penetration</i>	0.00 %	0.00 %	11.11 %	28.57 %	50.00 %	0.00 %	8.70 %
<i>Avg. Gross Per Policy</i>	0	0	\$1,515	\$263	\$1,075	0	\$779
<i>% of Total F&I</i>	0.00 %	0.00 %	13.19 %	6.66 %	17.57 %	0.00 %	4.99 %
<i>Auto Replacement Plan</i>	0	0	0	0	0	0	0
<i>Total Gross</i>	0	0	0	0	0	0	0
<i>% Penetration</i>	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
<i>Avg. Gross Per Policy</i>	0	0	0	0	0	0	0
<i>% of Total F&I</i>	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
<i>Vehicle ID System</i>	1	0	1	0	1	0	3
<i>Total Gross</i>	\$221	0	\$221	0	\$221	0	\$663
<i>% Penetration</i>	5.00 %	0.00 %	11.11 %	0.00 %	50.00 %	0.00 %	6.52 %
<i>Avg. Gross Per Policy</i>	\$221	0	\$221	0	\$221	0	\$221
<i>% of Total F&I</i>	1.02 %	0.00 %	1.92 %	0.00 %	3.61 %	0.00 %	1.06 %
<i>Environmental Protection</i>	0	0	0	0	0	0	0
<i>Total Gross</i>	0	0	0	0	0	0	0
<i>% Penetration</i>	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
<i>Avg. Gross Per Policy</i>	0	0	0	0	0	0	0
<i>% of Total F&I</i>	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
<i>Scheduled Maintenance</i>	0	0	1	0	0	0	1
<i>Total Gross</i>	0	0	\$30	0	0	0	\$30
<i>% Penetration</i>	0.00 %	0.00 %	11.11 %	0.00 %	0.00 %	0.00 %	2.17 %
<i>Avg. Gross Per Policy</i>	0	0	\$30	0	0	0	\$30
<i>% of Total F&I</i>	0.00 %	0.00 %	0.26 %	0.00 %	0.00 %	0.00 %	0.05 %
<i>Life - Disability</i>	0	0	0	0	0	0	0
<i>Total Gross</i>	0	0	0	0	0	0	0
<i>% Penetration(Finance)</i>	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
<i>Avg. Gross Per Policy</i>	0	0	0	0	0	0	0
<i>% of Total F&I</i>	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
<i>Other</i>	8	6	7	2	1	2	26
<i>Total Gross</i>	\$6,451	\$5,342	\$5,690	\$1,490	\$2,273	\$970	\$22,216
<i>% Penetration</i>	40.00 %	100.00 %	77.78 %	28.57 %	50.00 %	100.00 %	56.52 %
<i>Avg. Gross Per Policy</i>	\$806	\$890	\$813	\$745	\$2,273	\$485	\$854
<i>% of Total F&I</i>	29.72 %	41.21 %	49.53 %	18.90 %	37.16 %	42.92 %	35.59 %