

Sales Person Comparison

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

| | BackEnd PVR | FrontEnd PVR | Total Gross | Front Gross | BackEnd Gross | Total Units | Units New | Units Used | Prod Avg Per Unit | Disclos. Printed | Finance Units | Finance Units % | VSC | VSC % | GAP | GAP % | ROAD HAZ. |
|--------------------------|-------------|--------------|-------------|-------------|---------------|-------------|-----------|------------|-------------------|------------------|---------------|-----------------|-----|----------|-----|----------|-----------|
| <i>Alan Huscher</i> | \$2,539 | \$1,118 | \$14,627 | \$4,472 | \$10,155 | 4 | 1 | 3 | 1.75 | 0 | 3 | 75.00 % | 1 | 25.00 % | 1 | 33.33 % | 0 |
| <i>Keith Levitt</i> | \$1,867 | \$565 | \$12,968 | \$3,393 | \$11,200 | 6 | 4 | 2 | 1.33 | 0 | 2 | 33.33 % | 0 | 0% | 2 | 100.00 % | 2 |
| <i>Dennis Richard</i> | \$1,661 | (\$1) | \$1,660 | (\$1) | \$1,661 | 1 | 0 | 1 | 1.00 | 0 | 1 | 100.00 % | 0 | 0% | 0 | 0% | 0 |
| <i>Timothy Griffiths</i> | \$1,625 | (\$767) | \$2,575 | (\$2,300) | \$4,875 | 3 | 2 | 1 | 0.33 | 0 | 2 | 66.67 % | 0 | 0% | 0 | 0% | 0 |
| <i>Mohammad Khan</i> | \$1,441 | \$932 | \$20,927 | \$8,388 | \$12,968 | 9 | 4 | 5 | 1.33 | 0 | 5 | 55.56 % | 0 | 0% | 4 | 80.00 % | 1 |
| <i>Carla Desrosiers</i> | \$1,171 | \$757 | \$9,639 | \$3,783 | \$5,856 | 5 | 3 | 2 | 1.00 | 0 | 3 | 60.00 % | 0 | 0% | 2 | 66.67 % | 0 |
| <i>Michael Papaycik</i> | \$1,098 | \$2,247 | \$8,426 | \$6,741 | \$3,294 | 3 | 0 | 3 | 0.67 | 0 | 2 | 66.67 % | 0 | 0% | 1 | 50.00 % | 0 |
| <i>Naji Myrick</i> | \$1,095 | \$571 | \$7,397 | \$2,854 | \$5,475 | 5 | 2 | 3 | 1.20 | 0 | 3 | 60.00 % | 0 | 0% | 2 | 66.67 % | 0 |
| <i>Carlo Gallelli</i> | \$1,044 | \$825 | \$1,869 | \$825 | \$1,044 | 1 | 0 | 1 | 2.00 | 0 | 1 | 100.00 % | 0 | 0% | 1 | 100.00 % | 0 |
| <i>Jeffrey Whitaker</i> | \$912 | \$863 | \$7,099 | \$3,450 | \$3,649 | 4 | 2 | 2 | 1.00 | 0 | 2 | 50.00 % | 0 | 0% | 1 | 50.00 % | 0 |
| <i>Greg Rawlings</i> | \$675 | \$651 | \$1,326 | \$651 | \$675 | 1 | 1 | 0 | 1.00 | 0 | 1 | 100.00 % | 1 | 100.00 % | 0 | 0% | 0 |
| <i>Douglas Adams</i> | \$631 | \$1,023 | \$3,307 | \$2,045 | \$1,262 | 2 | 2 | 0 | 0.50 | 0 | 0 | 0% | 0 | 0% | 0 | 0% | 1 |
| <i>UNKNOWN</i> | \$310 | \$112 | \$422 | \$112 | \$310 | 1 | 0 | 1 | 1.00 | 0 | 1 | 100.00 % | 0 | 0% | 1 | 100.00 % | 0 |
| <i>Lauren Cardamone</i> | 0 | \$423 | \$423 | \$423 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0% | 0 | 0% | 0 | 0% | 0 |
| Total | \$1,357 | \$757 | \$92,665 | \$34,836 | \$62,424 | 46 | 22 | 24 | 1.11 | 0 | 26 | 56.52 % | 2 | 4.35 % | 15 | 57.69 % | 4 |

| | ROAD HAZ. % | CARP | CARP % | ETCH | ETCH % | ENV. PROT. | ENV. PROT. % | MAINT | MAINT % | LIFE-AH | LIFE-AH % | OTHER | OTHER % |
|--------------------------|----------------|------|--------|------|---------|---------------|--------------------|-------|------------|---------|--------------|-------|-------------|
| <i>Alan Huscher</i> | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 5 | 125.00 % |
| <i>Keith Levitt</i> | 33.33 % | 0 | 0% | 1 | 16.67 % | 0 | 0% | 0 | 0% | 0 | 0% | 3 | 50.00 % |
| <i>Dennis Richard</i> | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 1 | 100.00 % |
| <i>Timothy Griffiths</i> | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 1 | 33.33 % |
| <i>Mohammad Khan</i> | 11.11 % | 0 | 0% | 1 | 11.11 % | 0 | 0% | 0 | 0% | 0 | 0% | 6 | 66.67 % |
| <i>Carla Desrosiers</i> | 0% | 0 | 0% | 1 | 20.00 % | 0 | 0% | 0 | 0% | 0 | 0% | 2 | 40.00 % |
| <i>Michael Papaycik</i> | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 1 | 33.33 % |
| <i>Naji Myrick</i> | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 1 | 20.00 % | 0 | 0% | 3 | 60.00 % |
| <i>Carlo Gallelli</i> | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 1 | 100.00 % |
| <i>Jeffrey Whitaker</i> | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 3 | 75.00 % |
| <i>Greg Rawlings</i> | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% |
| <i>Douglas Adams</i> | 50.00 % | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% |
| <i>UNKNOWN</i> | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% |
| <i>Lauren Cardamone</i> | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% |
| <i>Total</i> | 8.70 % | 0 | 0% | 3 | 6.52 % | 0 | 0% | 1 | 2.17 % | 0 | 0% | 26 | 56.52 % |