

Sales Person 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

	Mohammad Khan	Keith Levitt	Alan Huscher	Carla Desrosiers	Naji Myrick	Timothy Griffiths	Jeffrey Whitaker	Michael Papaycik	Dennis Richard	Douglas Adams
TOTAL UNITS	9	6	4	5	5	3	4	3	1	2
- New	4	4	1	3	2	2	2	0	0	2
- Used	5	2	3	2	3	1	2	3	1	0
- Financed	5	2	3	3	3	2	2	2	1	0
- Leased	2	2	1	2	1	1	1	0	0	2
- Cash	2	2	0	0	1	0	1	1	0	0
F&I TOTAL POLICIES	12	8	7	5	6	1	4	2	1	1
Products Per Unit Sold	1.3	1.3	1.8	1.0	1.2	0.3	1.0	0.7	1.0	0.5
Total F&I Gross	\$12,968	\$11,200	\$10,155	\$5,856	\$5,475	\$4,875	\$3,649	\$3,294	\$1,661	\$1,262
Avg. Gross Per Policy	\$810	\$976	\$773	\$460	\$446	\$690	\$514	\$833	\$820	\$220
PVR	\$1,441	\$1,867	\$2,539	\$1,171	\$1,095	\$1,625	\$912	\$1,098	\$1,661	\$631
- PVR New	\$1,664	\$2,014	\$3,633	\$1,102	\$850	\$1,870	\$1,352	0	0	\$631
- PVR Used	\$1,263	\$1,571	\$2,174	\$1,275	\$1,258	\$1,135	\$473	\$1,098	\$1,661	0
Total Menus Collected	0	0	0	0	0	0	0	0	0	0
% Menus Collected	0.00 %	0.00 %	0.00 %	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	0	0	0
% Waivers Collected	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
Total Flite Deals	0	0	0	0	0	0	0	0	0	0
% Flite Utilized	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
RESERVE UNITS	7	4	4	5	4	3	3	2	1	2
Avg Rate Spread	0.2	1.3	1.5	0.7	0	0.9	0	1.0	2.0	0
Reserve Amount	\$3,248	\$3,393	\$4,742	\$3,555	\$2,798	\$4,185	\$1,593	\$1,629	\$841	\$1,042
Avg Reserve	\$464	\$848	\$1,185	\$711	\$700	\$1,395	\$531	\$814	\$841	\$521
Avg Finance	\$620	\$886	\$743	\$650	\$933	\$743	\$170	\$814	\$841	0
Avg Lease	\$75	\$811	\$2,513	\$802	0	\$2,700	\$1,253	0	0	\$521
% Finance Penetration	55.56 %	33.33 %	75.00 %	60.00 %	60.00 %	66.67 %	50.00 %	66.67 %	100.00 %	0.00 %
% Lease Penetration	22.22 %	33.33 %	25.00 %	40.00 %	20.00 %	33.33 %	25.00 %	0.00 %	0.00 %	100.00 %
% of Total F&I	25.05 %	30.29 %	46.70 %	60.71 %	51.11 %	85.85 %	43.65 %	49.45 %	50.63 %	82.57 %
Vehicle Service Contracts	0	0	1	0	0	0	0	0	0	0
Total Gross	0	0	\$1,988	0	0	0	0	0	0	0
% Penetration	0.00 %	0.00 %	25.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
Avg. Gross Per Policy	0	0	\$1,988	0	0	0	0	0	0	0
% of Total F&I	0.00 %	0.00 %	19.58 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
GAP Insurance	4	2	1	2	2	0	1	1	0	0

	Carlo Gallelli	Greg Rawlings	UNKNOWN	Lauren Cardamone	Total
TOTAL UNITS	1	1	1	1	46
- New	0	1	0	1	22
- Used	1	0	1	0	24
- Financed	1	1	1	0	26
- Leased	0	0	0	1	13
- Cash	0	0	0	0	7
F&I TOTAL POLICIES	2	1	1	0	51
Products Per Unit Sold	2.0	1.0	1.0	0	1.1
Total F&I Gross	\$1,044	\$675	\$310	0	\$62,424
Avg. Gross Per Policy	\$268	\$521	\$205	0	\$679
PVR	\$1,044	\$675	\$310	0	\$1,357
- PVR New	0	\$675	0	0	\$1,442
- PVR Used	\$1,044	0	\$310	0	\$1,279
Total Menus Collected	0	0	0	0	0
% Menus Collected	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
Total Accept/Decline Waivers	0	0	0	0	0
% Waivers Collected	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
Total Flite Deals	0	0	0	0	0
% Flite Utilized	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
RESERVE UNITS	1	1	1	1	39
Avg Rate Spread	1.0	0	0	0	0.6
Reserve Amount	\$508	\$154	\$105	0	\$27,793
Avg Reserve	\$508	\$154	\$105	0	\$713
Avg Finance	\$508	\$154	\$105	0	\$650
Avg Lease	0	0	0	0	\$837
% Finance Penetration	100.00 %	100.00 %	100.00 %	0.00 %	56.52 %
% Lease Penetration	0.00 %	0.00 %	0.00 %	100.00 %	28.26 %
% of Total F&I	48.65 %	22.85 %	33.87 %	0.00 %	44.52 %
Vehicle Service Contracts	0	1	0	0	2
Total Gross	0	\$521	0	0	\$2,509
% Penetration	0.00 %	100.00 %	0.00 %	0.00 %	4.35 %
Avg. Gross Per Policy	0	\$521	0	0	\$1,255
% of Total F&I	0.00 %	77.15 %	0.00 %	0.00 %	4.02 %
GAP Insurance	1	0	1	0	15

	Mohammad Khan	Keith Levitt	Alan Huscher	Carla Desrosiers	Naji Myrick	Timothy Griffiths	Jeffrey Whitaker	Michael Papaycik	Dennis Richard	Douglas Adams
Total Gross	\$1,684	\$1,401	\$660	\$935	\$412	0	\$30	\$660	0	0
% Penetration(Finance)	80.00 %	100.00 %	33.33 %	66.67 %	66.67 %	0.00 %	50.00 %	50.00 %	0.00 %	0.00 %
Avg. Gross Per Policy	\$421	\$701	\$660	\$468	\$206	0	\$30	\$660	0	0
% of Total F&I	12.99 %	12.51 %	6.50 %	15.97 %	7.52 %	0.00 %	0.82 %	20.04 %	0.00 %	0.00 %
Road Hazard Protection	1	2	0	0	0	0	0	0	0	1
Total Gross	\$1,515	\$1,380	0	0	0	0	0	0	0	\$220
% Penetration	11.11 %	33.33 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	50.00 %
Avg. Gross Per Policy	\$1,515	\$690	0	0	0	0	0	0	0	\$220
% of Total F&I	11.68 %	12.32 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	17.43 %
Auto Replacement Plan	0	0	0	0	0	0	0	0	0	0
Total Gross	0	0	0	0	0	0	0	0	0	0
% Penetration	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
Avg. Gross Per Policy	0	0	0	0	0	0	0	0	0	0
% of Total F&I	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
Vehicle ID System	1	1	0	1	0	0	0	0	0	0
Total Gross	\$221	\$221	0	\$221	0	0	0	0	0	0
% Penetration	11.11 %	16.67 %	0.00 %	20.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
Avg. Gross Per Policy	\$221	\$221	0	\$221	0	0	0	0	0	0
% of Total F&I	1.70 %	1.97 %	0.00 %	3.77 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
Environmental Protection	0	0	0	0	0	0	0	0	0	0
Total Gross	0	0	0	0	0	0	0	0	0	0
% Penetration	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
Avg. Gross Per Policy	0	0	0	0	0	0	0	0	0	0
% of Total F&I	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
Scheduled Maintenance	0	0	0	0	1	0	0	0	0	0
Total Gross	0	0	0	0	\$30	0	0	0	0	0
% Penetration	0.00 %	0.00 %	0.00 %	0.00 %	20.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
Avg. Gross Per Policy	0	0	0	0	\$30	0	0	0	0	0
% of Total F&I	0.00 %	0.00 %	0.00 %	0.00 %	0.55 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
Life - Disability	0	0	0	0	0	0	0	0	0	0
Total Gross	0	0	0	0	0	0	0	0	0	0
% Penetration(Finance)	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
Avg. Gross Per Policy	0	0	0	0	0	0	0	0	0	0
% of Total F&I	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
Other	6	3	5	2	3	1	3	1	1	0
Total Gross	\$6,300	\$4,805	\$2,765	\$1,145	\$2,235	\$690	\$2,026	\$1,005	\$820	0
% Penetration	66.67 %	50.00 %	125.00 %	40.00 %	60.00 %	33.33 %	75.00 %	33.33 %	100.00 %	0.00 %
Avg. Gross Per Policy	\$1,050	\$1,602	\$553	\$573	\$745	\$690	\$675	\$1,005	\$820	0
% of Total F&I	48.58 %	42.90 %	27.23 %	19.55 %	40.82 %	14.15 %	55.52 %	30.51 %	49.37 %	0.00 %

	Carlo Gallelli	Greg Rawlings	UNKNOWN	Lauren Cardamone	Total
<i>Total Gross</i>	\$111	0	\$205	0	\$6,098
<i>% Penetration(Finance)</i>	100.00 %	0.00 %	100.00 %	0.00 %	57.69 %
<i>Avg. Gross Per Policy</i>	\$111	0	\$205	0	\$407
<i>% of Total F&I</i>	10.63 %	0.00 %	66.13 %	0.00 %	9.77 %
<i>Road Hazard Protection</i>	0	0	0	0	4
<i>Total Gross</i>	0	0	0	0	\$3,115
<i>% Penetration</i>	0.00 %	0.00 %	0.00 %	0.00 %	8.70 %
<i>Avg. Gross Per Policy</i>	0	0	0	0	\$779
<i>% of Total F&I</i>	0.00 %	0.00 %	0.00 %	0.00 %	4.99 %
<i>Auto Replacement Plan</i>	0	0	0	0	0
<i>Total Gross</i>	0	0	0	0	0
<i>% Penetration</i>	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
<i>Avg. Gross Per Policy</i>	0	0	0	0	0
<i>% of Total F&I</i>	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
<i>Vehicle ID System</i>	0	0	0	0	3
<i>Total Gross</i>	0	0	0	0	\$663
<i>% Penetration</i>	0.00 %	0.00 %	0.00 %	0.00 %	6.52 %
<i>Avg. Gross Per Policy</i>	0	0	0	0	\$221
<i>% of Total F&I</i>	0.00 %	0.00 %	0.00 %	0.00 %	1.06 %
<i>Environmental Protection</i>	0	0	0	0	0
<i>Total Gross</i>	0	0	0	0	0
<i>% Penetration</i>	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
<i>Avg. Gross Per Policy</i>	0	0	0	0	0
<i>% of Total F&I</i>	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
<i>Scheduled Maintenance</i>	0	0	0	0	1
<i>Total Gross</i>	0	0	0	0	\$30
<i>% Penetration</i>	0.00 %	0.00 %	0.00 %	0.00 %	2.17 %
<i>Avg. Gross Per Policy</i>	0	0	0	0	\$30
<i>% of Total F&I</i>	0.00 %	0.00 %	0.00 %	0.00 %	0.05 %
<i>Life - Disability</i>	0	0	0	0	0
<i>Total Gross</i>	0	0	0	0	0
<i>% Penetration(Finance)</i>	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
<i>Avg. Gross Per Policy</i>	0	0	0	0	0
<i>% of Total F&I</i>	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
<i>Other</i>	1	0	0	0	26
<i>Total Gross</i>	\$425	0	0	0	\$22,216
<i>% Penetration</i>	100.00 %	0.00 %	0.00 %	0.00 %	56.52 %
<i>Avg. Gross Per Policy</i>	\$425	0	0	0	\$854
<i>% of Total F&I</i>	40.72 %	0.00 %	0.00 %	0.00 %	35.59 %