Finance Report By Department

Michael Conahan / QA Auto Dash Rep Chap Egg Harbor

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

Total

Counts	Michael Conahan
Units	46
Finance Reserve	26
Vehicle Service Contracts	2
GAP Protection	15
Road Hazard Protection	4
Auto Replacement Plan	0
Vehicle ID System	3
Environmental Protection	0
Scheduled Maintenance	1
Life - Disability	0
Other	22
WareCae (inclues lease 5 in 1)	4
Penetration	Michael Conahan
Finance Reserve	56.52 %
Vehicle Service Contracts	4.35 %
GAP Protection	57.69 %
Road Hazard Protection	8.70 %
Auto Replacement Plan	0.00 %
Vehicle ID System	6.52 %
Environmental Protection	0.00 %
Scheduled Maintenance	2.17 %
Life - Disability	0.00 %
Other	47.83 %
WareCae (inclues lease 5 in 1)	8.70 %
Total	Michael Conahan
Finance Reserve	\$27,792.82
Vehicle Service Contracts	\$2,509.00
GAP Protection	\$6,098.00
Road Hazard Protection	\$3,115.00
Auto Replacement Plan	\$0.00
Vehicle ID System	\$663.00
Environmental Protection	\$0.00
Scheduled Maintenance	\$30.00
Life - Disability	\$0.00
Other	\$19,631.00
WareCae (inclues lease 5 in 1)	\$2,585.00
Finance Income	\$62,423.82
Front Gross	\$34,835.93

Averages	Michael Conahan
Finance Reserve	\$1,068.95
Vehicle Service Contracts	\$1,254.50
GAP Protection	\$406.53
Road Hazard Protection	\$778.75
Auto Replacement Plan	\$0.00
Vehicle ID System	\$221.00
Environmental Protection	\$0.00
Scheduled Maintenance	\$30.00
Life - Disability	\$0.00
Other	\$892.32
WareCae (inclues lease 5 in 1)	\$646.25
Finance Income	\$1,357.04
Front Gross	\$757.30
Super Gross Average	\$2,114.34
Product Per Retail	\$752.85
Fin. Reserve / Total	44.52 %
Power Rating	135.95 %
Utilization	Michael Conahan
Menu Utilization	0
Menu Utilization %	0.00 %
Disclosure Utilization	0
Disclosure Utilization %	0.00 %

New Retail

Counts	Michael Conahan
Units	9
Finance Reserve	6
Vehicle Service Contracts	1
GAP Protection	2
Road Hazard Protection	2
Auto Replacement Plan	0
Vehicle ID System	1
Environmental Protection	0
Scheduled Maintenance	0
Life - Disability	0
Other	6
WareCae (inclues lease 5 in 1)	0
Penetration	Michael Conahan
Finance Reserve	66.67 %
Vehicle Service Contracts	11.11 %
GAP Protection	33.33 %
Road Hazard Protection	22.22 %
Auto Replacement Plan	0.00 %
Vehicle ID System	11.11 %
Environmental Protection	0.00 %
Scheduled Maintenance	0.00 %
Life - Disability	0.00 %
Other	66.67 %
WareCae (inclues lease 5 in 1)	0.00 %
Total	Michael Conahan
Finance Reserve	\$4,558.50
Vehicle Service Contracts	\$521.00
GAP Protection	\$1,401.00
Road Hazard Protection	\$2,590.00
Auto Replacement Plan	\$0.00
Vehicle ID System	\$221.00
Environmental Protection	\$0.00
Scheduled Maintenance	\$0.00
Life - Disability	\$0.00
Other	\$8,418.00
WareCae (inclues lease 5 in 1)	\$0.00
Finance Income	\$17,709.50
Front Gross	\$7,932.87
Super Gross	\$25,642.37

Averages	Michael Conahan
Averages	Michael Conanan
Finance Reserve	\$759.75
Vehicle Service Contracts	\$521.00
GAP Protection	\$700.50
Road Hazard Protection	\$1,295.00
Auto Replacement Plan	\$0.00
Vehicle ID System	\$221.00
Environmental Protection	\$0.00
Scheduled Maintenance	\$0.00
Life - Disability	\$0.00
Other	\$1,403.00
WareCae (inclues lease 5 in 1)	\$0.00
Finance Income	\$1,967.72
Front Gross	\$881.43
Super Gross Average	\$2,849.15
Product Per Retail	\$1,461.22
Fin. Reserve / Total	25.74 %
Power Rating	144.44 %
Utilization	Michael Conahan
Menu Utilization	0
Menu Utilization %	0.00 %
Disclosure Utilization	0
Disclosure Utilization %	0.00 %

Used Retail

Units 24 Finance Reserve 20 Vehicle Service Contracts 31 Road Hazard Protection 0 Auto Replacement Plan 0 Vehicle ID System 2 Environmental Protection 35 Scheduled Maintenance 0 Life - Disability 0 Other 16 WareCae (inclues lease 5 in 1) 7 Fotal Michael Conahan Protection 33 Caheduled Maintenance 0.00 % WareCae (inclues lease 5 in 1) 7 Total Michael Conahan Finance Reserve 3.33 % Vehicle Service Contracts 0.00 % Environmental Protection 0.00 % Auto Replacement Plan 0.00 % Environmental Protection 0.00 % Environmental Protection 0.00 % Cher 0.00 % Finance Reserve 12,351.26 Vehicle Service 0.00 % Scheduled Maintenance 0.00 % Finance Reserve 12,351.26 Vehicle Service 31,988.00 Contracts 3APProtection \$0.00 Contracts \$1,988.00 Contracts \$1,988.00 Contracts \$1,988.00 Environmental \$0.00 Road Hazard Protection \$0.00 Auto Replacement Plan \$0.00 Vehicle ID System \$442.00 Environmental \$0.00 Environmental \$0.00 Frotection \$0.00 Contracts \$0.00 Contracts \$0.00 Contracts \$1,988.00 Contracts \$1,988.00 Contracts \$1,988.00 Contracts \$1,988.00 Contracts \$1,988.00 Finance Income \$11,213.00 Vehicle ID System \$442.00 Environmental \$0.00 Finance Income \$30,691.26 Front Gross \$18,885.11	Counts	Michael Conahan
Finance Reserve 20 Vehicle Service Contracts 3 Road Hazard Protection 0 Auto Replacement Plan 0 Vehicle ID System 2 Environmental Protection 3 Scheduled Maintenance 0 Life - Disability 0 Other 16 WareCae (inclues lease 5 in 1) Penetration Michael Conahan Finance Reserve 4.17 % Contracts 3 GAP Protection 65.00 % Road Hazard Protection 0.00 % Auto Replacement Plan 0.00 % Protection 0.00 % Environmental Protection 0.00 % Environmental 0.00 % Protection 0.00 % Contracts 0.00 % Environmental 0.00 % Contracts 0.00 % Contract		
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Road Hazard Protection	Contracts	
Auto Replacement Plan		13
Vehicle ID System 2	Road Hazard Protection	0
Environmental Protection	Auto Replacement Plan	0
Protection 0 Scheduled Maintenance 0 Life - Disability 0 Other 16 WareCae (inclues lease 5 in 1) 0 Penetration Michael Conahan Finance Reserve 83.33 % Vehicle Service Contracts 4.17 % GAP Protection 0.00 % Road Hazard Protection 0.00 % Auto Replacement Plan 0.00 % Vehicle ID System 8.33 % Environmental Protection 0.00 % Scheduled Maintenance 0.00 % Life - Disability 0.00 % Other 66.67 % WareCae (inclues lease 5 in 1) 0.00 % Total Michael Conahan Finance Reserve \$12,351.26 Vehicle Service Contracts \$1,988.00 Contracts \$1,988.00 GAP Protection \$0.00 Road Hazard Protection \$0.00 Road Hazard Protection \$0.00 Vehicle ID System \$442.00 Environmental Protection \$0.00 <td>Vehicle ID System</td> <td>2</td>	Vehicle ID System	2
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WareCae (inclues lease 5 in 1) 0 Penetration Michael Conahan Finance Reserve 83.33 % Vehicle Service Contracts 4.17 % GAP Protection 65.00 % Road Hazard Protection 0.00 % Auto Replacement Plan 0.00 % Vehicle ID System 8.33 % Environmental Protection 0.00 % Scheduled Maintenance 0.00 % Life - Disability 0.00 % Other 66.67 % WareCae (inclues lease 5 in 1) 10.00 % Total Michael Conahan Finance Reserve \$12,351.26 Vehicle Service Contracts \$1,988.00 GAP Protection \$4,697.00 Road Hazard Protection \$0.00 Auto Replacement Plan \$0.00 Vehicle ID System \$442.00 Environmental Protection \$0.00 Scheduled Maintenance \$0.00 Cheduled Maintenance \$0.00 WareCae (inclues lease 5 in 1) \$0.00 WareCae (inclues lease 5 in 1) \$0.00	Life - Disability	0
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Vehicle Service 4.17 % Contracts 65.00 % Road Hazard Protection 0.00 % Auto Replacement Plan 0.00 % Vehicle ID System 8.33 % Environmental Protection 0.00 % Scheduled Maintenance 0.00 % Life - Disability 0.00 % Other 66.67 % WareCae (inclues lease 5 in 1) 0.00 % Total Michael Conahan Finance Reserve \$12,351.26 Vehicle Service Contracts \$1,988.00 GAP Protection \$4,697.00 Road Hazard Protection \$0.00 Auto Replacement Plan \$0.00 Vehicle ID System \$442.00 Environmental Protection \$0.00 Scheduled Maintenance \$0.00 Life - Disability \$0.00 WareCae (inclues lease 5 in 1) \$0.00 Finance Income \$30,691.26 Front Gross \$18,885.11	Penetration	Michael Conahan
Contracts GAP Protection Road Hazard Protection Auto Replacement Plan Vehicle ID System Environmental Protection Scheduled Maintenance Life - Disability Other Total Michael Conahan Finance Reserve Vehicle Service Contracts GAP Protection Road Hazard Protection Auto Replacement Plan Vehicle Service Contracts GAP Protection Auto Replacement Plan Vehicle ID System Environmental Protection Scheduled Maintenance Environmental Protection Scheduled Maintenance Sound Scheduled Maintenance Sound Scheduled Maintenance Sound Finance Income San,691.26 Front Gross S18,885.11	Finance Reserve	83.33 %
GAP Protection 65.00 % Road Hazard Protection 0.00 % Auto Replacement Plan 0.00 % Vehicle ID System 8.33 % Environmental Protection 0.00 % Scheduled Maintenance 0.00 % Life - Disability 0.00 % Other 66.67 % WareCae (inclues lease 5 in 1) 0.00 % Total Michael Conahan Finance Reserve \$12,351.26 Vehicle Service Contracts \$1,988.00 GAP Protection \$4,697.00 Road Hazard Protection \$0.00 Auto Replacement Plan \$0.00 Vehicle ID System \$442.00 Environmental Protection \$0.00 Scheduled Maintenance \$0.00 Life - Disability \$0.00 WareCae (inclues lease 5 in 1) \$0.00 Finance Income \$30,691.26 Front Gross \$18,885.11		4.17 %
Auto Replacement Plan		65.00 %
Vehicle ID System 8.33 % Environmental Protection 0.00 % Scheduled Maintenance 0.00 % Other 66.67 % WareCae (inclues lease 5 in 1) Total Michael Conahan Finance Reserve \$12,351.26 Vehicle Service \$1,988.00 Contracts GAP Protection \$4,697.00 Road Hazard Protection \$0.00 Auto Replacement Plan \$0.00 Vehicle ID System \$442.00 Environmental Protection \$0.00 Environmental Protection \$0.00 Scheduled Maintenance \$0.00 Life - Disability \$0.00 WareCae (inclues lease 5 in 1) Finance Income \$30,691.26 Front Gross \$18,885.11	Road Hazard Protection	0.00 %
Environmental Protection 0.00 %	Auto Replacement Plan	0.00 %
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Life - Disability 0.00 % Other 66.67 % WareCae (inclues lease 5 in 1) 0.00 % Total Michael Conahan Finance Reserve \$12,351.26 Vehicle Service Contracts \$1,988.00 GAP Protection \$4,697.00 Road Hazard Protection \$0.00 Auto Replacement Plan \$0.00 Vehicle ID System \$442.00 Environmental Protection \$0.00 Scheduled Maintenance \$0.00 Life - Disability \$0.00 WareCae (inclues lease 5 in 1) \$0.00 Finance Income \$30,691.26 Front Gross \$18,885.11		0.00 %
Other 66.67 % WareCae (inclues lease in 1) 0.00 % Total Michael Conahan Finance Reserve \$12,351.26 Vehicle Service Contracts \$1,988.00 GAP Protection \$4,697.00 Road Hazard Protection \$0.00 Auto Replacement Plan \$0.00 Vehicle ID System \$442.00 Environmental Protection \$0.00 Scheduled Maintenance \$0.00 Life - Disability \$0.00 WareCae (inclues lease 5 in 1) \$0.00 Finance Income \$30,691.26 Front Gross \$18,885.11	Scheduled Maintenance	0.00 %
WareCae (inclues lease 5 in 1) 0.00 % Total Michael Conahan Finance Reserve \$12,351.26 Vehicle Service Contracts \$1,988.00 GAP Protection \$4,697.00 Road Hazard Protection \$0.00 Auto Replacement Plan \$0.00 Vehicle ID System \$442.00 Environmental Protection \$0.00 Scheduled Maintenance \$0.00 Life - Disability \$0.00 Other \$11,213.00 WareCae (inclues lease 5 in 1) \$0.00 Finance Income \$30,691.26 Front Gross \$18,885.11	Life - Disability	0.00 %
5 in 1) Michael Conahan Finance Reserve \$12,351.26 Vehicle Service Contracts \$1,988.00 GAP Protection \$4,697.00 Road Hazard Protection \$0.00 Auto Replacement Plan \$0.00 Vehicle ID System \$442.00 Environmental Protection \$0.00 Scheduled Maintenance \$0.00 Life - Disability \$0.00 WareCae (inclues lease 5 in 1) \$0.00 Finance Income \$30,691.26 Front Gross \$18,885.11	Other	66.67 %
Total Michael Conahan		0.00 %
Vehicle Service \$1,988.00 Contracts \$4,697.00 Road Hazard Protection \$0.00 Auto Replacement Plan \$0.00 Vehicle ID System \$442.00 Environmental Protection \$0.00 Scheduled Maintenance \$0.00 Life - Disability \$0.00 Other \$11,213.00 WareCae (inclues lease 5 in 1) \$0.00 Finance Income \$30,691.26 Front Gross \$18,885.11	,	Michael Conahan
Contracts GAP Protection \$4,697.00 Road Hazard Protection \$0.00 Auto Replacement Plan \$0.00 Vehicle ID System \$442.00 Environmental Protection \$0.00 Scheduled Maintenance \$0.00 Life - Disability \$0.00 Other \$11,213.00 WareCae (inclues lease 5 in 1) \$0.00 Finance Income \$30,691.26 Front Gross \$18,885.11	Finance Reserve	\$12,351.26
GAP Protection \$4,697.00 Road Hazard Protection \$0.00 Auto Replacement Plan \$0.00 Vehicle ID System \$442.00 Environmental Protection \$0.00 Scheduled Maintenance \$0.00 Life - Disability \$0.00 Other \$11,213.00 WareCae (inclues lease 5 in 1) \$0.00 Finance Income \$30,691.26 Front Gross \$18,885.11		\$1,988.00
Auto Replacement Plan \$0.00 Vehicle ID System \$442.00 Environmental \$0.00 Protection \$0.00 Scheduled Maintenance \$0.00 Life - Disability \$0.00 Other \$11,213.00 WareCae (inclues lease \$0.00 5 in 1) Finance Income \$30,691.26 Front Gross \$18,885.11		\$4,697.00
Vehicle ID System \$442.00 Environmental Protection \$0.00 Scheduled Maintenance \$0.00 Life - Disability \$0.00 Other \$11,213.00 WareCae (inclues lease 5 in 1) \$0.00 Finance Income \$30,691.26 Front Gross \$18,885.11	Road Hazard Protection	\$0.00
Environmental Protection \$0.00 Scheduled Maintenance \$0.00 Life - Disability \$0.00 Other \$11,213.00 WareCae (inclues lease 5 in 1) \$0.00 Finance Income \$30,691.26 Front Gross \$18,885.11	Auto Replacement Plan	\$0.00
Protection \$0.00 Scheduled Maintenance \$0.00 Life - Disability \$0.00 Other \$11,213.00 WareCae (inclues lease 5 in 1) \$0.00 Finance Income \$30,691.26 Front Gross \$18,885.11	Vehicle ID System	\$442.00
Scheduled Maintenance \$0.00 Life - Disability \$0.00 Other \$11,213.00 WareCae (inclues lease 5 in 1) \$0.00 Finance Income \$30,691.26 Front Gross \$18,885.11		\$0.00
Other \$11,213.00 WareCae (inclues lease 5 in 1) \$0.00 Finance Income \$30,691.26 Front Gross \$18,885.11		\$0.00
WareCae (inclues lease 5 in 1) \$0.00 Finance Income \$30,691.26 Front Gross \$18,885.11	Life - Disability	\$0.00
5 in 1) Finance Income \$30,691.26 Front Gross \$18,885.11	Other	\$11,213.00
Finance Income \$30,691.26 Front Gross \$18,885.11		\$0.00
Front Gross \$18,885.11		\$30,691.26
		\$18,885.11
\$ 10,010.0.01	Super Gross	\$49,576.37

Averages	Michael Conahan
Finance Reserve	\$617.56
Vehicle Service Contracts	\$1,988.00
GAP Protection	\$361.31
Road Hazard Protection	\$0.00
Auto Replacement Plan	\$0.00
Vehicle ID System	\$221.00
Environmental Protection	\$0.00
Scheduled Maintenance	\$0.00
Life - Disability	\$0.00
Other	\$700.81
WareCae (inclues lease 5 in 1)	\$0.00
Finance Income	\$1,278.80
Front Gross	\$786.88
Super Gross Average	\$2,065.68
Product Per Retail	\$764.17
Fin. Reserve / Total	40.24 %
Power Rating	144.17 %
Utilization	Michael Conahan
Menu Utilization	0
Menu Utilization %	0.00 %
Disclosure Utilization	0
Disclosure Utilization %	0.00 %

New Lease

Counts	Michael Conahan
Units	13
Vehicle Service	0
Contracts	
GAP Protection	0
Road Hazard Protection	2
Auto Replacement Plan	0
Vehicle ID System	0
Environmental Protection	0
Scheduled Maintenance	1
Life - Disability	0
Other	0
WareCae (inclues lease 5 in 1)	4
Penetration	Michael Conahan
Vehicle Service Contracts	0.00 %
GAP Protection	
Road Hazard Protection	15.38 %
Auto Replacement Plan	0.00 %
Vehicle ID System	0.00 %
Environmental Protection	0.00 %
Scheduled Maintenance	7.69 %
Life - Disability	
Other	0.00 %
WareCae (inclues lease 5 in 1)	30.77 %
Total	Michael Conahan
Finance Reserve	\$10,883.06
Vehicle Service Contracts	\$0.00
GAP Protection	\$0.00
Road Hazard Protection	\$525.00
Auto Replacement Plan	\$0.00
Vehicle ID System	\$0.00
Environmental Protection	\$0.00
Scheduled Maintenance	\$30.00
Life - Disability	\$0.00
Other	\$0.00
WareCae (inclues lease 5 in 1)	\$2,585.00
Finance Income	\$14,023.06
Front Gross	\$8,017.95
Super Gross	\$22,041.01

Averages	Michael Conahan
Finance Reserve	
Vehicle Service Contracts	\$0.00
GAP Protection	\$0.00
Road Hazard Protection	\$262.50
Auto Replacement Plan	\$0.00
Vehicle ID System	\$0.00
Environmental Protection	\$0.00
Scheduled Maintenance	\$30.00
Life - Disability	\$0.00
Other	\$0.00
WareCae (inclues lease 5 in 1)	\$646.25
Finance Income	\$1,078.70
Front Gross	\$616.77
Super Gross Average	\$1,695.46
Product Per Retail	\$241.54
Fin. Reserve / Total	77.61 %
Power Rating	53.85 %
Utilization	Michael Conahan
Menu Utilization	0
Menu Utilization %	0.00 %
Disclosure Utilization	0
Disclosure Utilization %	0.00 %

Product Only

Counts	Michael Conahan
Units	0
Vehicle Service Contracts	0
GAP Protection	0
Road Hazard Protection	0
Auto Replacement Plan	0
Vehicle ID System	0
Environmental Protection	0
Scheduled Maintenance	0
Life - Disability	0
Other	0
WareCae (inclues lease 5 in 1)	0
Penetration	Michael Conahan
Vehicle Service Contracts	0.00 %
GAP Protection	
Road Hazard Protection	0.00 %
Auto Replacement Plan	0.00 %
Vehicle ID System	0.00 %
Environmental Protection	0.00 %
Scheduled Maintenance	0.00 %
Life - Disability	
Other	0.00 %
WareCae (inclues lease 5 in 1)	0.00 %
Total	Michael Conahan
Finance Reserve	\$0.00
Vehicle Service Contracts	\$0.00
GAP Protection	\$0.00
Road Hazard Protection	\$0.00
Auto Replacement Plan	\$0.00
Vehicle ID System	\$0.00
Environmental Protection	\$0.00
Scheduled Maintenance	\$0.00
Life - Disability	\$0.00
Other	\$0.00
WareCae (inclues lease 5 in 1)	\$0.00
Finance Income	\$0.00
Front Gross	\$0.00
Super Gross	\$0.00

Averages	Michael Conahan
Finance Reserve	
Vehicle Service Contracts	\$0.00
GAP Protection	\$0.00
Road Hazard Protection	\$0.00
Auto Replacement Plan	\$0.00
Vehicle ID System	\$0.00
Environmental Protection	\$0.00
Scheduled Maintenance	\$0.00
Life - Disability	\$0.00
Other	\$0.00
WareCae (inclues lease 5 in 1)	\$0.00
Finance Income	\$0.00
Front Gross	\$0.00
Super Gross Average	\$0.00
Product Per Retail	\$0.00
Fin. Reserve / Total	0.00 %
Power Rating	0.00 %
Utilization	Michael Conahan
Menu Utilization	0
Menu Utilization %	0.00 %
Disclosure Utilization	0
Disclosure Utilization %	0.00 %