

Finance 1st Quarter 2024

-Current Finance penetration 71%

-VSC penetration at 54%

-Theft and SG Windshield at 0%

-Baseline measurement taken on April 18, 2024, from first Quarter 2024

-Goal for Finance penetration by end of 2024, 80%, VSC 60%, and minimum of 5% on Theft and SGW

-Trainers will be brought in from GMF to train on the leasing and financing programs and options available on April 24-25th.

-Training from our aftermarket warranty company will be provided to not only our finance office staff, but to our sales-staff as well starting 04/22/2024. We will track performance in Stone Eagle, which can be done daily, weekly, monthly, or quarterly.

-Interim Performance Goals-

	End of 2 nd Quarter	3 rd Quarter	4 th Quarter
Fin.	74%	77%	80%
VSC	55%	57%	60%
Theft/SGW	1%	3%	5%