

Herb Chambers Honda

of Westborough

Simply complete GREEN cells. Yellow cells automatically calculate.

Current month:	WRITTEN INTERNET LEADS ONLY (NO MANUAL ENTRY)				Employee Performance Sales (Call Revu)									
Feb-19	INT. ONLY		Net Leads	INT. Total	Delivered INT. %	Total Calls	Total Appnts	%	Phone Ups	Same Day Appt	Future Appt	%	Hard Set Appt %	Email Collection %
Camille	New	Used	85	8	9.41%	17	13	76%	14	5	8	93%	100%	36%
Heather	14	1	114	15	13.16%	16	16	100%	16	6	10	100%	87%	81%
Shayla	7	0	100	7	7.00%	21	16	76%	21	7	9	76%	76%	62%
Tia	6	4	125	10	8.00%	14	8	57%	13	4	5	62%	61%	38%
Stephen	3	1	30	4	13.33%	14	9	64%	13	4	5	69%	64%	57%
CCS\ISD 6				0	#DIV/0!			#####				#####		
CCS\ISD 7				0	#DIV/0!			#####				#####		
CCS\ISD 8				0	#DIV/0!			#####				#####		
Non ISD				0	#DIV/0!			#####				#####		
Net Store Total	35	9	454	44	9.69%	82	62	76%	77	26	37	81%	78%	55%

These Numbers Are for the Entire BDC

	BDC New	BDC Used	BDC Total	APT Set	APT Show	Show Ratio	Delivered Ratio	Sold Store Total
Camille	9	6	15	40	29	72.50%	51.72%	9.55%
Heather	26	8	34	101	78	77.23%	43.59%	21.66%
Shayla	10	5	15	39	31	79.49%	48.39%	9.55%
Tia	22	7	29	57	49	85.96%	59.18%	18.47%
Stephen	3	1	4	41	30	73.17%	13.33%	2.55%
CCS\ISD 6			0			#DIV/0!	#DIV/0!	0.00%
CCS\ISD 7			0			#DIV/0!	#DIV/0!	0.00%
CCS\ISD 8			0			#DIV/0!	#DIV/0!	0.00%
Non ISD			0			#DIV/0!	#DIV/0!	0.00%
Net Store Total	n/a	n/a	97	n/a	n/a	n/a	n/a	157
BDC Store Total	70	27	97	278	217	78.06%	44.70%	61.78%

In addition to including your dealerships total delivered units ...

- The Sold Unit % benchmark is 50% for the BDC. If you are +/- 5% then you must include an explanation as to why
- The Kept Appointment range is 70% - 85%. If you are outside of this range then you must include an explanation as to why