

F&I MANAGER STATS Dec 2020

NEW	Sam	Ali	AJ	Soleiman	Totals
TARGET	Dec-20	Dec-20	Dec-20	Dec-20	Dec-20 house
Finance	14	11	9	12	46
Cash	0	1	1	0	2
lease	6	2	1	0	9
<b>Total Contracts</b>	<b>20</b>	<b>14</b>	<b>10</b>	<b>12</b>	<b>57</b>
<b>Overall</b>					
Gross	38,179	\$23,075	\$30,404	\$39,989	131,647
Contracts	20	14	10	12	56
Average Per Deal	<b>2,100</b>	1,909	\$1,648	\$3,040	\$3,332
					2,351
Finance Income	0	0	\$679	\$4,146	4,825
Contracts	20	13	8	12	53
Average	0	\$0	\$85	\$346	91
Penetration	100%	93.0%	80.0%	100.0%	92.98%
Rust					
Gross	4,839	\$5,844	\$8,582	\$11,691	30,956
Contracts	4	4	6	7	21
Average	1,210	\$1,461	\$1,430	\$1,670	1,474
Penetration	<b>40%</b>	20%	29.0%	60.0%	58.0%
					36.84%
Warranty - Tricor					
Gross	30,669	\$9,902	\$16,762	\$15,342	\$72,675
Contracts	18	8	8	7	41
Average	1,704	\$1,238	\$2,095	\$2,192	1,773
Penetration	<b>60%</b>	90%	57.0%	80.0%	58.0%
					71.93%
Warranty - HPP					
Gross	766	\$5,420	\$1,800	\$1,224	\$9,210
Contracts	1	4	\$1	1	7
Average	766	\$1,355	\$1,800	\$1,224	1,316
Penetration	<b>10%</b>	5%	29.0%	10.0%	8.0%
					12.28%
Warranty - Total					
Gross	31,435	\$15,322	\$18,562	\$16,566	\$81,885
Contracts	19	12	\$9	8	48
Average	1,654	\$1,277	\$2,062	\$2,071	1,706
Penetration	<b>70%</b>	95%	86%	90%	67%
					84.21%
Insurance - GAP					
Gross	1,905	\$1,909	\$2,272	\$6,184	\$12,270
Contracts	1	1	2	4	8
Average	1,905	\$41,909	\$1,136	\$1,546	1,534
Penetration	<b>15%</b>	5%	7%	22%	33%
					14.04%
Insurance - Life AD&D	<b>20%</b>				
Gross	0	\$0	\$0	\$1,402	\$1,402
Contracts	0	0	0	1	-
Average	0	\$0	\$0	\$1,402	\$1,402
Penetration	0	0%	0%	8	0.00%
Insurance - Total					
Gross	1,905	\$1,909	\$2,272	\$7,586	\$13,672
Contracts	1	1	2	5	9
Average	1,905	\$1,909	\$1,136	\$1,517	1,519
Penetration	<b>20%</b>	7%	9%	29%	42%
					15.79%

F&I MANAGER STATS Nov 2020

NEW	Sam	Ali	AJ	Soleiman	Totals	
TARGET	Nov-20	Nov-20	Nov-20	Nov-20	house	
Finance	11	11	11	17	50	
Cash	3	3	0	1	7	
lease	0	0	3	3	6	
<b>Total Contracts</b>	14	14	14	21	<b>1</b> 64	
<b>Overall</b>						
Gross	26,885	\$16,468	\$35,738	\$38,044	117,135	
Contracts	14	14	14	21	63	
Average Per Deal	<b>2,100</b>	1,920	\$1,176	\$2,553	\$1,812	1,859
<b>Finance Income</b>	1,702	3,373	\$3,985	\$1,754	10,814	
Contracts	11	11	11	20	53	
Average	155	\$307	\$362	\$88	204	
Penetration	79%	79.0%	79.0%	95.0%	82.81%	
<b>Rust</b>						
Gross	6,777	\$3,303	\$6,766	\$9,046	25,892	
Contracts	5	3	5	6	19	
Average	1,355	\$1,101	\$1,353	\$1,508	1,363	
Penetration	<b>40%</b>	36%	21.0%	36.0%	29.0%	29.69%
<b>Warranty - Tricor</b>						
Gross	14,879	\$2,108	\$14,302	\$10,826	\$42,115	
Contracts	9	1	6	4	20	
Average	1,653	\$2,108	\$2,384	\$2,707	2,106	
Penetration	<b>60%</b>	64%	7.0%	43.0%	19.0%	31.25%
<b>Warranty - HPP</b>						
Gross	3,100	\$6,900	\$8,393	\$13,449	\$31,842	
Contracts	2	4	5	9	20	
Average	1,550	\$1,725	\$1,679	\$1,494	1,592	
Penetration	<b>10%</b>	14%	29.0%	36.0%	43.0%	31.25%
<b>Warranty - Total</b>						
Gross	17,979	\$9,008	\$22,695	\$24,275	\$73,957	
Contracts	11	5	11	13	40	
Average	1,634	\$1,802	\$2,063	\$1,867	1,849	
Penetration	<b>70%</b>	79%	36%	79%	62%	62.50%
<b>Insurance - GAP</b>						
Gross	0	\$784	\$2,292	\$2,969	\$6,045	
Contracts	0	1	2	2	5	
Average	0	\$784	\$1,146	\$1,485	1,209	
Penetration	<b>15%</b>	0%	7%	14%	10%	7.81%
<b>Insurance - Life AD&amp;D</b>	<b>20%</b>					
Gross	427	\$0	\$0	\$0	\$427	
Contracts	3	0	0	0	-	
Average	142	\$0	\$0	\$0	\$142	
Penetration	27%	0%	0%	0%	0.00%	
<b>Insurance - Total</b>						
Gross	427	\$784	\$2,292	\$2,969	\$6,472	
Contracts	3	1	2	2	8	
Average	142	\$784	\$1,146	\$1,485	809	
Penetration	<b>20%</b>	27%	9%	18%	12%	12.50%

F&I MANAGER STATS Oct 2020

NEW	Sam	Ali	AJ	Soleiman	Totals
TARGET	Oct-20	Oct-20	Oct-20	Oct-20	house
Finance	24	14	17	17	72
Cash	0	0	4	0	4
lease	3	0	5	4	12
<b>Total Contracts</b>	27	14	26	21	<b>1</b> 89
<b>Overall</b>					
Gross	52,498	\$31,363	\$49,856	\$29,644	163,361
Contracts	27	14	26	21	88
Average Per Deal	2,100	1,944	\$2,240	\$1,918	\$1,412
1,856					
Finance Income	3,730	1,458	\$500	\$0	5,688
Contracts	27	14	22	17	80
Average	138	\$104	\$29	\$0	71
Penetration	100%	100.0%	85.0%	100.0%	89.89%
<b>Rust</b>					
Gross	16,431	\$7,381	\$12,251	\$9,326	45,389
Contracts	12	5	9	6	32
Average	1,369	\$1,476	\$1,361	\$1,554	1,418
Penetration	40%	44%	36.0%	29.0%	35.96%
<b>Warranty - Tricor</b>					
Gross	20,702	\$10,657	\$17,295	\$4,676	\$53,330
Contracts	12	4	10	2	28
Average	1,725	\$2,664	\$1,729	\$2,338	1,905
Penetration	60%	44%	29.0%	38.0%	10.0%
31.46%					
<b>Warranty - HPP</b>					
Gross	9,720	\$6,064	\$14,217	\$12,935	\$42,936
Contracts	7	4	\$7	9	27
Average	1,389	\$1,516	\$2,031	\$1,437	1,590
Penetration	10%	26%	29.0%	27.0%	43.0%
30.34%					
<b>Warranty - Total</b>					
Gross	30,422	\$16,721	\$31,512	\$17,611	\$96,266
Contracts	19	8	17	11	55
Average	1,601	\$2,090	\$1,854	\$1,601	1,750
Penetration	70%	70%	57%	65%	52%
61.80%					
<b>Insurance - GAP</b>					
Gross	449	\$5,597	\$5,567	\$2,680	\$14,293
Contracts	1	3	4	2	10
Average	449	\$1,866	\$1,392	\$1,340	1,429
Penetration	15%	4%	21%	15%	10%
11.24%					
<b>Insurance - Life AD&amp;D</b>	20%				
Gross	1,466	\$206	\$27	\$27	\$1,726
Contracts	6	1	1	1	-
Average	244	\$206	\$27	\$27	\$504
Penetration	25%	7%	6%	6%	0.00%
<b>Insurance - Total</b>					
Gross	1,915	\$5,803	\$5,594	\$2,707	\$16,019
Contracts	7	4	5	3	19
Average	274	\$1,451	\$1,119	\$902	843
Penetration	20%	29%	29%	18%	21.35%

F&I MANAGER STATS Sept 2020

NEW	Sam	Ali	AJ	Soleiman	Totals
TARGET	Sep-20	Sep-20	Sep-20	Sep-20	Sep-20
Finance	17	20	25	24	86
Cash	1	3	0	0	4
Total Contracts	18	23	25	24	90
Overall					
Gross	37,912	\$32,022	\$55,658	\$44,596	170,188
Contracts	18	23	25	24	90
Average Per Deal	2,000	2,106	\$1,392	\$2,226	\$1,858
Finance Income	2,282	980	\$1,203	\$0	4,465
Contracts	17	20	25	24	86
Average	134	\$49	\$48	\$0	52
Penetration	94%	87.0%	100.0%	100.0%	95.56%
Rust					
Gross	12,463	\$6,210	\$16,961	\$15,929	51,563
Contracts	9	5	11	9	34
Average	1,385	\$1,242	\$1,542	\$1,770	1,517
Penetration	50%	50%	22.0%	44.0%	37.78%
Warranty - Tricor					
Gross	14,423	\$6,392	\$14,154	\$7,787	\$42,756
Contracts	9	5	7	4	25
Average	1,385	\$1,278	\$2,022	\$1,947	1,710
Penetration	60%	50%	22.0%	28.0%	17.0%
Warranty - HPP					
Gross	8,459	\$14,480	\$16,883	\$15,584	\$55,406
Contracts	6	8	\$10	10	34
Average	1,410	\$1,810	\$1,688	\$1,558	1,630
Penetration	5%	33%	35.0%	40.0%	42.0%
Warranty - Total					
Gross	22,882	\$20,872	\$31,037	\$23,371	\$98,162
Contracts	15	13	17	14	59
Average	1,525	\$1,606	\$1,826	\$16,699	1,664
Penetration	65%	83%	57%	68%	58%
Insurance - GAP					
Gross	142	\$3,960	\$5,671	\$5,296	\$15,069
Contracts	1	4	4	4	13
Average	142	\$990	\$1,418	\$1,324	1,159
Penetration	15%	6%	17%	16%	17%
Insurance - Life AD&D					
Gross	142	\$0	\$27		\$169
Contracts	1	0	1	0	-
Average	142	\$0	\$27	\$0	\$169
Penetration	6%	0%	4%	0	0.00%
Insurance - Total					
Gross	285	\$3,960	\$759	\$5,296	\$10,300
Contracts	2	4	1	4	11
Average	142	\$990	\$759	\$1,324	936
Penetration	15%	12%	20%	4%	17%

F&I MANAGER STATS aug 2020

NEW	Sam	Ali	AJ	Soleiman	Totals	
TARGET	Aug-20	Aug-20	Aug-20	Aug-20	Aug-20	
<b>Finance</b>	24	23		14	19	80
<b>Cash</b>	0	1		0	0	1
<b>Total Contracts</b>	24	24		14	19	81
<b>Overall</b>						
<b>Gross</b>	39,012	\$39,246		\$26,437	\$38,100	142,795
<b>Contracts</b>	24	24		14	19	81
<b>Average Per Deal</b>	<b>2,000</b>	1,625	\$1,635	\$1,888	\$2,005	1,763
<b>Finance Income</b>						0
<b>Contracts</b>	1,221	400		0	19	1,640
<b>Average</b>	24	\$23		\$14	\$0	-
<b>Penetration</b>	51%	17.0%		0.0%	100.0%	2024.21%
<b>Rust</b>	100	96		100		
<b>Gross</b>	9,190	\$9,314		\$7,815	\$12,585	38,904
<b>Contracts</b>	6	7		6	7	26
<b>Average</b>	1,532	\$1,331		\$1,303	\$1,798	1,496
<b>Penetration</b>	<b>50%</b>	25%	29.0%	43.0%	37.0%	32.10%
<b>Warranty - Tricor</b>						
<b>Gross</b>	16,628	\$6,118		\$8,713	\$15,488	\$46,947
<b>Contracts</b>	13	7		5	7	32
<b>Average</b>	1,279	\$874		\$1,743	\$2,213	1,467
<b>Penetration</b>	<b>60%</b>	54%	29.0%	36.0%	37.0%	39.51%
<b>Warranty - HPP</b>						
<b>Gross</b>	9,582	\$13,477		\$8,040	\$5,515	\$36,614
<b>Contracts</b>	7	8		\$5	4	24
<b>Average</b>	1,369	\$1,685		\$1,608	\$1,379	1,526
<b>Penetration</b>	<b>5%</b>	29%	33.0%	36.0%	21.0%	29.63%
<b>Warranty - Total</b>						
<b>Gross</b>	26,210	\$19,595		\$16,753	\$21,003	\$83,561
<b>Contracts</b>	20	15		10	11	56
<b>Average</b>	1,311	\$1,306		\$1,675	\$1,909	1,492
<b>Penetration</b>	<b>65%</b>	83%	63%	71%	58%	69.14%
<b>Insurance - GAP</b>						
<b>Gross</b>	2,248	\$9,937		\$1,469	\$4,458	\$18,112
<b>Contracts</b>	2	9		1	3	15
<b>Average</b>	1,124	\$1,104		\$1,469	\$1,486	1,207
<b>Penetration</b>	<b>15%</b>	8%	38%	7%	16%	18.52%
<b>Insurance - Life AD&amp;D</b>						
<b>Gross</b>	142	\$0		\$400	\$54	\$596
<b>Contracts</b>	1	0		2	2	-
<b>Average</b>	142	\$0		\$200	\$27	\$369
<b>Penetration</b>	4%	0%		14%	11	0.00%
<b>Insurance - Total</b>						
<b>Gross</b>	2,390	\$9,937		\$1,869	\$4,512	\$18,708
<b>Contracts</b>	3	9		3	5	20
<b>Average</b>	797	\$1,104		\$623	\$902	935
<b>Penetration</b>	<b>15%</b>	13%	39%	21%	26%	24.69%

F&I MANAGER STATS July 2020

NEW	Sam	Ali	AJ	Soleiman	Totals
TARGET	Jul-20	Jul-20	Jul-20	Jul-20	Jul-20
<b>Finance</b>	39	14	20	18	91
<b>Cash</b>	0	0	1	1	2
<b>Total Contracts</b>	39	14	21	19	93
<b>Overall</b>					
<b>Gross</b>	75,732	\$18,546	\$34,806	\$17,292	146,376
<b>Contracts</b>	39	14	21	19	93
<b>Average Per Deal</b>	<b>2,000</b>	1,942	\$1,325	\$1,657	\$910
<b>Finance Income</b>	3,074	856	\$1,445	\$0	5,375
<b>Contracts</b>	39	14	20	18	91
<b>Average</b>	79	\$61	\$72	\$0	59
<b>Penetration</b>	100%	100.0%	95.0%	95.0%	97.85%
<b>Rust</b>					
<b>Gross</b>	19,904	\$1,870	\$5,953	\$5,600	33,327
<b>Contracts</b>	12	2	4	4	22
<b>Average</b>	1,659	\$935	\$1,488	\$1,400	1,515
<b>Penetration</b>	<b>50%</b>	31%	14.0%	19.0%	21.0%
<b>Warranty - Tricor</b>					
<b>Gross</b>	23,005	\$3,852	\$15,431	\$0	\$42,288
<b>Contracts</b>	12	2	8	0	22
<b>Average</b>	1,917	\$1,926	\$1,929	\$0	1,922
<b>Penetration</b>	<b>60%</b>	31%	14.0%	38.0%	0.0%
<b>Warranty - HPP</b>					
<b>Gross</b>	24,739	\$4,805	\$5,815	\$11,692	\$47,051
<b>Contracts</b>	16	3	4	7	30
<b>Average</b>	1,546	\$1,602	\$1,454	\$1,670	1,568
<b>Penetration</b>	<b>5%</b>	41%	21.0%	19.0%	37.0%
<b>Warranty - Total</b>					
<b>Gross</b>	47,744	\$8,657	\$21,246	\$11,692	\$89,339
<b>Contracts</b>	28	5	12	7	52
<b>Average</b>	1,705	\$1,731	\$1,771	\$1,670	1,718
<b>Penetration</b>	<b>65%</b>	72%	36%	57%	37%
<b>Insurance - GAP</b>					
<b>Gross</b>	4,351	\$7,163	\$4,867	\$0	\$16,381
<b>Contracts</b>	3	5	4	0	12
<b>Average</b>	1,450	\$1,433	\$1,217	\$0	1,365
<b>Penetration</b>	<b>15%</b>	8%	36%	19%	0%
<b>Insurance - Life AD&amp;D</b>					
<b>Gross</b>	659	\$0	\$27	\$0	\$686
<b>Contracts</b>	1	0	1	0	-
<b>Average</b>	659	\$0	\$27	\$0	\$686
<b>Penetration</b>	3%	0%	5%	0%	0.00%
<b>Insurance - Total</b>					
<b>Gross</b>	5,010	\$7,163	\$4,894	\$0	\$17,067
<b>Contracts</b>	4	5	5	0	14
<b>Average</b>	1,253	\$1,433	\$979	\$0	1,219
<b>Penetration</b>	<b>15%</b>	10%	36%	25%	0%

F&I MANAGER STATS June 2020

NEW	Sam	Ali	AJ	Soleiman	Totals	
TARGET	Jun-20	Jun-20	Jun-20	Jun-20	Jun-20	
Finance	17	covid		33	35	85
Cash	0			1	1	2
Total Contracts	17			34	36	87
Overall						
Gross		23,382		\$58,803	\$91,784	173,969
Contracts		17		34	36	87
Average Per Deal	2,000	1,552		\$1,730	\$2,550	2,000
Finance Income		0		\$2,167	\$4,848	7,015
Contracts		17		33	35	85
Average		0		\$66	\$139	83
Penetration		100%		97.0%	97.0%	97.70%
Rust						
Gross		7,416		\$16,387	\$27,920	51,723
Contracts		4		11	15	30
Average		1,854		\$1,490	\$1,861	1,724
Penetration	50%	24%		32.0%	42.0%	34.48%
Warranty - Tricor						
Gross		5,980		\$19,490	\$25,740	\$51,210
Contracts		3		9	10	22
Average		1,993		\$2,166	\$2,574	2,328
Penetration	60%	18%		26.0%	28.0%	25.29%
Warranty - HPP						
Gross		12,327		\$11,500	\$20,002	\$43,829
Contracts		7		\$6	11	24
Average		1,761		\$1,917	\$1,818	1,826
Penetration	5%	41%		18.0%	31.0%	27.59%
Warranty - Total						
Gross		18,307		\$30,990	\$45,742	\$95,039
Contracts		10		15	21	46
Average		1,831		\$2,066	\$2,178	2,066
Penetration	65%	59%		44%	58%	52.87%
Insurance - GAP						
Gross		0		\$8,514	\$13,064	\$21,578
Contracts		0		6	8	14
Average		0		\$1,419	\$1,633	1,541
Penetration	15%	0%		18%	22%	16.09%
Insurance - Life AD&D						
Gross		659		\$0	\$211	\$870
Contracts		1		0	2	-
Average		659		\$0	\$105	\$764
Penetration		6%		0%	6	0.00%
Insurance - Total						
Gross		659		\$8,514	\$13,275	\$22,448
Contracts		1		6	10	17
Average		659		\$1,419	\$1,327	1,320
Penetration	15%	6%		18%	29%	19.54%

F&I MANAGER STATS May 2020

NEW	Sam	Ali	AJ	Soleiman	Totals
TARGET	May-20	May-20	May-20	May-20	May-20
Finance	Covid	Covid			
Cash				19	15
Total Contracts				0	1
				19	16
Overall					
Gross				\$28,383	\$37,329
Contracts				19	16
Average Per Deal	2,000			\$1,494	\$2,333
					1,877
Finance Income				\$1,373	\$2,793
Contracts				19	15
Average				\$72	\$186
Penetration				100.0%	94.0%
					97.14%
Rust					
Gross				\$7,388	\$9,670
Contracts				5	6
Average				\$1,478	\$1,612
Penetration	50%			26.0%	38.0%
					31.43%
Warranty - Tricor					
Gross				\$2,176	\$10,023
Contracts				1	4
Average				\$2,176	\$2,506
Penetration	60%			5.0%	25.0%
					14.29%
Warranty - HPP					
Gross				\$15,454	\$7,560
Contracts				\$9	5
Average				\$1,717	\$1,512
Penetration	5%			47.0%	31.0%
					40.00%
Warranty - Total					
Gross				\$17,630	\$17,583
Contracts				10	9
Average				\$1,763	\$1,954
Penetration	65%			53%	56%
					54.29%
Insurance - GAP					
Gross				\$2,303	\$7,232
Contracts				2	5
Average				\$1,102	\$1,446
Penetration	15%			\$11	31%
					20.00%
Insurance - Life AD&D					
Gross				\$86	\$51
Contracts				\$1	1
Average				\$86	\$51
Penetration				\$5	7
					0.00%
Insurance - Total					
Gross				\$2,289	\$7,283
Contracts				3	6
Average				\$763	\$1,214
Penetration	15%			16%	40%
					25.71%

F&I MANAGER STATS April 2020

NEW	Sam	Ali	AJ	Soleiman	Totals
TARGET	Apr-20	Apr-20	Apr-20	Apr-20	Apr-20
Finance	covid	1	17	covid	18
Cash		0	0		0
Total Contracts		1	17		18
Overall					
Gross		\$1,375	\$21,803		23,178
Contracts		1	17		18
Average Per Deal	2,000	\$1,375	\$1,283		1,288
Finance Income		1,375	\$0		1,375
Contracts		1	17		18
Average		\$1,375	\$0		76
Penetration		100.0%	100%		100.00%
Rust					
Gross		\$0	\$3,276		3,276
Contracts		0	3		3
Average		\$0	\$1,092		1,092
Penetration	50%	0.0%	18%		16.67%
Warranty - Tricor					
Gross		\$0	\$10,690		\$10,690
Contracts		0	5		5
Average		\$0	\$2,138		2,138
Penetration	60%	0.0%	29%		27.78%
Warranty - HPP					
Gross		\$0	\$6,538		\$6,538
Contracts		0	4		4
Average		\$0	\$1,635		1,635
Penetration	5%	0.0%	24%		22.22%
Warranty - Total					
Gross		\$0	\$17,228		\$17,228
Contracts		0	9		9
Average		\$0	\$1,914		1,914
Penetration	65%	0%	53%		50.00%
Insurance - GAP					
Gross		\$0	\$1,298		\$1,298
Contracts		0	1		1
Average		\$0	\$1,298		1,298
Penetration	15%	0%	6%		5.56%
Insurance - Life AD&D					
Gross		\$0	\$0		\$0
Contracts		0	0		#DIV/0!
Average		\$0	\$0		\$0
Penetration		0%	0%		#DIV/0!
Insurance - Total					
Gross		\$0	\$1,298		\$1,298
Contracts		0	1		1
Average		\$0	\$1,298		1,298
Penetration	15%	0%	6%		5.56%

F&I MANAGER STATS March 2020

NEW	Sam	Ali	AJ	Soleiman	Totals	
TARGET	Mar-20	Mar-20	Mar-20	Mar-20	Mar-20	
<b>Finance</b>	6	4		10	8	28
<b>Cash</b>	0	0		0	0	0
<b>Total Contracts</b>	6	4		10	8	28
<b>Overall</b>						
<b>Gross</b>	13,907	3523		\$14,880	\$12,270	44,580
<b>Contracts</b>	6	4		10	8	28
<b>Average Per Deal</b>	<b>2,000</b>	2,318	881	\$1,488	\$1,534	1,592
<b>Finance Income</b>	935	0		\$968	\$0	1,903
<b>Contracts</b>	6	4		10	8	28
<b>Average</b>	\$156	0		\$97	\$0	68
<b>Penetration</b>	100.0%	100		100%	100.0%	100.00%
<b>Rust</b>						
<b>Gross</b>	\$1,317	0		\$3,662	\$3,721	8,700
<b>Contracts</b>	1	0		2	2	5
<b>Average</b>	\$1,317	0		\$1,831	\$1,861	1,740
<b>Penetration</b>	<b>50%</b>	17.0%	0	20%	25.0%	17.86%
<b>Warranty - Tricor</b>						
<b>Gross</b>	\$3,304	0		\$5,865	\$5,099	\$14,268
<b>Contracts</b>	1	0		2	2	5
<b>Average</b>	\$3,304	0		\$2,933	\$2,550	2,854
<b>Penetration</b>	<b>60%</b>	17.0%	0	20%	25.0%	17.86%
<b>Warranty - HPP</b>						
<b>Gross</b>	\$2,299	2300		\$3,600	\$0	\$8,199
<b>Contracts</b>	1	2		\$2	0	5
<b>Average</b>	\$2,299	1150		\$1,800	\$0	1,640
<b>Penetration</b>	<b>5%</b>	17.0%	50	20%	0.0%	17.86%
<b>Warranty - Total</b>						
<b>Gross</b>	\$5,603	2300		\$9,465	\$5,099	\$22,467
<b>Contracts</b>	2	2		4	2	10
<b>Average</b>	\$2,802	1150		\$2,366	\$2,550	2,247
<b>Penetration</b>	<b>65%</b>	33%	50%	40%	25%	35.71%
<b>Insurance - GAP</b>						
<b>Gross</b>	\$6,052	1223		\$1,275	\$3,450	\$12,000
<b>Contracts</b>	3	1		1	2	7
<b>Average</b>	\$2,017	1223		\$1,275	\$1,725	1,714
<b>Penetration</b>	<b>15%</b>	50%	25	10%	25%	25.00%
<b>Insurance - Life AD&amp;D</b>						
<b>Gross</b>	\$0	0		\$0	\$0	\$0
<b>Contracts</b>	0	0		0	0	#DIV/0!
<b>Average</b>	\$0	0		\$0	\$0	\$0
<b>Penetration</b>	0%	0		0%	0	#DIV/0!
<b>Insurance - Total</b>						
<b>Gross</b>	\$6,052	1223		\$1,275	\$3,450	\$12,000
<b>Contracts</b>	3	1		1	2	7
<b>Average</b>	\$2,017	1223		\$1,275	\$1,725	1,714
<b>Penetration</b>	<b>15%</b>	50%	25%	10%	25%	25.00%

F&I MANAGER STATS FEB 2020

NEW	Sam	Ali	AJ	Soleiman	Totals	
TARGET	Feb-20	Feb-20	Feb-20	Feb-20	Feb-20	
<b>Finance</b>		6	11	17	11	45
<b>Cash</b>		1	0	2	4	7
<b>Total Contracts</b>		7	11	19	15	52
<b>Overall</b>						
<b>Gross</b>		15,157	26,896	\$41,396	\$32,378	115,827
<b>Contracts</b>		7	11	19	15	52
<b>Average Per Deal</b>	<b>2,000</b>	2,165	2,445	\$2,179	\$2,159	2,227
<b>Finance Income</b>		1,850	2,617	\$3,263	\$3,894	11,624
<b>Contracts</b>		6	11	\$17	11	45
<b>Average</b>		\$308	238	\$192	\$354	258
<b>Penetration</b>		86.0%	100%	89%	73.0%	86.54%
<b>Rust</b>						
<b>Gross</b>		\$4,434	4,076	\$5,206	\$6,493	20,209
<b>Contracts</b>		3	3	3	4	13
<b>Average</b>		\$1,478	1,359	\$1,735	\$1,623	1,555
<b>Penetration</b>	<b>50%</b>	43.0%	27%	16%	27.0%	25.00%
<b>Warranty - Tricor</b>						
<b>Gross</b>		\$5,983	9,179	\$16,153	\$12,485	\$43,800
<b>Contracts</b>		3	4	8	5	20
<b>Average</b>		\$1,994	2,295	\$2,019	\$2,497	2,190
<b>Penetration</b>	<b>60%</b>	43.0%	36%	42%	33.0%	38.46%
<b>Warranty - HPP</b>						
<b>Gross</b>		\$2,890	5,322	\$11,440	\$3,600	\$23,252
<b>Contracts</b>		2	3	\$6	2	13
<b>Average</b>		\$1,445	1,774	\$1,907	\$1,800	1,789
<b>Penetration</b>	<b>5%</b>	29.0%	27%	32%	13.0%	25.00%
<b>Warranty - Total</b>						
<b>Gross</b>		\$8,873	14,501	\$27,593	\$16,085	\$67,052
<b>Contracts</b>		5	7	14	7	33
<b>Average</b>		\$1,775	2,072	\$1,971	\$2,298	2,032
<b>Penetration</b>	<b>65%</b>	71%	64%	74%	47%	63.46%
<b>Insurance - GAP</b>						
<b>Gross</b>		\$0	5,675	\$4,637	\$5,852	\$16,164
<b>Contracts</b>		0	4	\$3	4	11
<b>Average</b>		\$0	1,419	\$1,546	\$1,463	1,469
<b>Penetration</b>	<b>15%</b>	0%	36%	16%	27%	21.15%
<b>Insurance - Life AD&amp;D</b>						
<b>Gross</b>		\$0	27	\$739	\$54	\$820
<b>Contracts</b>		0	1	6	2	-
<b>Average</b>		\$0	27	\$123	\$27	\$177
<b>Penetration</b>		0%	9%	35%	18	0.00%
<b>Insurance - Total</b>						
<b>Gross</b>		\$0	5,702	\$5,376	\$5,906	\$16,984
<b>Contracts</b>		0	5	\$9	6	20
<b>Average</b>		\$0	1,140	\$597	\$984	849
<b>Penetration</b>	<b>15%</b>	0%	45%	53%	55%	38.46%

F&I MANAGER STATS Jan 2020

NEW	Sam	Ali	AJ	Soleiman	Totals	
TARGET	Jan-20	Jan-20	Jan-20	Jan-20	Jan-20	
<b>Finance</b>	10	17		11	12	50
<b>Cash</b>	1	0		1	0	2
<b>Total Contracts</b>	11	17		12	12	52
<b>Overall</b>						
<b>Gross</b>	11,550	\$29,707		\$23,353	\$38,155	102,765
<b>Contracts</b>	11	17		12	12	52
<b>Average Per Deal</b>	<b>2,000</b>	1,050	\$1,747	\$1,946	\$3,180	1,976
<b>Finance Income</b>	2,781	2,200		\$1,973	\$2,765	9,719
<b>Contracts</b>	10	17		11	12	50
<b>Average</b>	278	\$129		\$179	\$230	194
<b>Penetration</b>	91%	100.0%		92.0%	100.0%	96.15%
<b>Rust</b>						
<b>Gross</b>	2,108	\$6,798		\$4,209	\$12,283	25,398
<b>Contracts</b>	2	5		3	7	17
<b>Average</b>	1,054	\$1,360		\$1,403	\$1,755	1,494
<b>Penetration</b>	<b>50%</b>	18%	29.0%	25.0%	58.0%	32.69%
<b>Warranty - Tricor</b>						
<b>Gross</b>	3,625	\$13,186		\$8,442	\$14,019	\$39,272
<b>Contracts</b>	3	7		5	7	22
<b>Average</b>	1,208	\$1,884		\$1,688	\$2,003	1,785
<b>Penetration</b>	<b>60%</b>	27%	41.0%	42.0%	58.0%	42.31%
<b>Warranty - HPP</b>						
<b>Gross</b>	2,530	\$2,516		\$4,930	\$4,694	\$14,670
<b>Contracts</b>	2	2		\$3	3	10
<b>Average</b>	1,265	\$1,258		\$1,643	\$1,565	1,467
<b>Penetration</b>	<b>5%</b>	18%	12.0%	25.0%	25.0%	19.23%
<b>Warranty - Total</b>						
<b>Gross</b>	6,155	\$15,702		\$13,372	\$18,713	\$53,942
<b>Contracts</b>	5	9		8	10	32
<b>Average</b>	1,231	\$1,745		\$1,672	\$1,871	1,686
<b>Penetration</b>	<b>65%</b>	45%	53%	67%	83%	61.54%
<b>Insurance - GAP</b>						
<b>Gross</b>		\$4,848		\$3,537	\$3,871	\$12,256
<b>Contracts</b>		3		\$2	3	8
<b>Average</b>		\$1,616		\$1,769	\$1,290	1,532
<b>Penetration</b>	<b>15%</b>	18%		17%	25%	15.38%
<b>Insurance - Life AD&amp;D</b>						
<b>Gross</b>	505	\$159		\$262	\$523	\$1,449
<b>Contracts</b>	2	1		\$3	5	-
<b>Average</b>	253	\$159		\$87	\$105	\$604
<b>Penetration</b>	20%	6%		27%	42%	0.00%
<b>Insurance - Total</b>						
<b>Gross</b>	505	\$5,007		\$3,799	\$4,394	\$13,705
<b>Contracts</b>	2	4		\$5	8	19
<b>Average</b>	253	\$1,252		\$760	\$549	721
<b>Penetration</b>	<b>15%</b>	20%	24%	45%	67%	36.54%

F&I MANAGER STATS Dec 2019

NEW	Sam	Ali	AJ	Soleiman	Totals	
TARGET	Dec-19	Dec-19	Dec-19	Dec-19	Dec-19	
Finance	12	8	8	13	41	
Cash	0	0	0	0	0	
Total Contracts	12	8	8	13	41	
Overall						
Gross	20,148	\$22,175	\$12,047	\$25,651	80,021	
Contracts	12	8	8	13	41	
Average Per Deal	2,000	1,679	\$2,772	\$1,506	\$1,973	1,952
Finance Income	1,400	600	\$1,529	\$3,441	6,970	
Contracts	12	8	8	13	41	
Average	117	\$75	\$191	\$265	170	
Penetration	100%	100.0%	100.0%	100.0%	100.00%	
Rust						
Gross	5,846	\$2,375	\$1,431	\$8,298	17,950	
Contracts	4	2	1	5	12	
Average	1,462	\$1,188	\$1,431	\$1,660	1,496	
Penetration	50%	33%	25.0%	13.0%	38.0%	29.27%
Warranty - Tricor						
Gross	6,229	\$5,005	\$4,301	\$12,164	\$27,699	
Contracts	3	3	2	5	13	
Average	2,076	\$1,668	\$2,151	\$2,433	2,131	
Penetration	50%	25%	38.0%	25.0%	38.0%	31.71%
Warranty - HPP						
Gross	3,780	\$7,882	\$4,786	\$1,630	\$18,078	
Contracts	3	4	\$3	1	11	
Average	1,260	\$1,970	\$1,595	\$1,630	1,643	
Penetration	5%	25%	50.0%	38.0%	8.0%	26.83%
Warranty - Total						
Gross	10,009	\$12,887	\$9,087	\$13,794	\$45,777	
Contracts	6	7	5	6	24	
Average	1,668	\$1,841	\$1,817	\$2,299	1,907	
Penetration	55%	50%	88%	63%	46%	58.54%
Insurance - GAP						
Gross	1,554	\$6,231	\$0	\$0	\$7,785	
Contracts	1	4	\$0	0	5	
Average	1,554	\$1,558	\$0	\$0	1,557	
Penetration	20%	8%	50%	0%	0%	12.20%
Insurance - Life AD&D						
Gross	1,339	\$82	\$0	\$118	\$1,539	
Contracts	2	1	\$0	1	-	
Average	669	\$82	\$0	\$118	\$869	
Penetration	17%	13%	0%	8%	0.00%	
Insurance - Total						
Gross	2,893	\$6,313	\$0	\$118	\$9,324	
Contracts	3	5	\$0	1	9	
Average	964	\$1,263	\$0	\$118	1,036	
Penetration	20%	25%	63%	0%	8%	21.95%

F&I MANAGER STATS Nov 2019

NEW	Sam	Ali	AJ	Soleiman	Totals	
TARGET	Nov-19	Nov-19	Nov-19	Nov-19	Nov-19	
<b>Finance</b>		22	17	19	11	69
<b>Cash</b>		1	3	1	2	7
<b>Total Contracts</b>		23	20	20	13	76
<b>Overall</b>						
<b>Gross</b>		29,579	\$23,843	\$42,109	\$34,611	130,142
<b>Contracts</b>		23	20	20	13	76
<b>Average Per Deal</b>	<b>2,000</b>	1,286	\$1,192	\$2,105	\$2,662	1,712
<b>Finance Income</b>		2,733	0	\$1,918	\$0	4,651
<b>Contracts</b>		22	17	19	11	69
<b>Average</b>		124	\$0	\$101	\$0	67
<b>Penetration</b>		96%	85.0%	95.0%	85.0%	90.79%
<b>Rust</b>						
<b>Gross</b>		4,208	\$3,741	\$7,448	\$12,883	28,280
<b>Contracts</b>		3	3	5	8	19
<b>Average</b>		1,403	\$1,247	\$1,490	\$1,610	1,488
<b>Penetration</b>	<b>50%</b>	13%	15.0%	25.0%	62.0%	25.00%
<b>Warranty - Tricor</b>						
<b>Gross</b>		9,243	\$6,759	\$12,839	\$12,092	\$40,933
<b>Contracts</b>		6	4	7	5	22
<b>Average</b>		1,540	\$1,690	\$1,834	\$2,418	1,861
<b>Penetration</b>	<b>50%</b>	26%	20.0%	35.0%	38.0%	28.95%
<b>Warranty - HPP</b>						
<b>Gross</b>		13,395	\$6,632	\$11,209	\$3,915	\$35,151
<b>Contracts</b>		8	6	\$6	3	23
<b>Average</b>		1,674	\$1,105	\$1,868	\$1,305	1,528
<b>Penetration</b>	<b>5%</b>	35%	30.0%	30.0%	23.0%	30.26%
<b>Warranty - Total</b>						
<b>Gross</b>		22,637	\$13,391	\$24,048	\$16,007	\$76,083
<b>Contracts</b>		14	10	13	8	45
<b>Average</b>		1,617	\$1,339	\$1,850	\$2,001	1,691
<b>Penetration</b>	<b>55%</b>	61%	50%	65%	62%	59.21%
<b>Insurance - GAP</b>						
<b>Gross</b>		0	\$6,587	\$8,695	\$5,720	\$21,002
<b>Contracts</b>		0	5	\$5	4	14
<b>Average</b>		0	\$1,317	\$1,739	\$1,430	1,500
<b>Penetration</b>	<b>20%</b>	0%	25%	25%	31%	18.42%
<b>Insurance - Life AD&amp;D</b>						
<b>Gross</b>		0	\$124	\$0	\$0	\$124
<b>Contracts</b>		0	1	\$0	0	-
<b>Average</b>		0	\$124	\$0	\$0	\$124
<b>Penetration</b>		0%	6%	0%	0%	0.00%
<b>Insurance - Total</b>						
<b>Gross</b>		0	\$6,711	\$8,695	\$5,720	\$21,126
<b>Contracts</b>		0	6	\$5	4	15
<b>Average</b>		0	\$1,118	\$1,739	\$1,430	1,408
<b>Penetration</b>	<b>20%</b>	0%	35%	26%	36%	19.74%

F&I MANAGER STATS Oct 2019

NEW	Sam	Ali	AJ	Soleiman	Totals	
TARGET	Oct-19	Oct-19	Oct-19	Oct-19	Oct-19	
<b>Finance</b>	19	13		20	21	73
<b>Cash</b>	2	2		3	3	10
<b>Total Contracts</b>	21	15		23	24	83
<b>Overall</b>						
<b>Gross</b>	39,280	\$19,804		\$52,786	\$59,137	171,007
<b>Contracts</b>	21	15		23	24	83
<b>Average Per Deal</b>	2,000	1,870	\$1,320	\$2,295	\$2,464	2,060
<b>Finance Income</b>	3,402	600		\$600	\$3,339	7,941
<b>Contracts</b>	19	13		20	21	73
<b>Average</b>	179	\$46		\$30	\$159	109
<b>Penetration</b>	90	87.0%		87.0%	88.0%	87.95%
<b>Rust</b>						
<b>Gross</b>	5,806	\$458		\$8,517	\$22,390	37,171
<b>Contracts</b>	4	1		7	14	26
<b>Average</b>	50%	1,451	\$458	\$1,217	\$1,599	1,430
<b>Penetration</b>	19	7.0%		30.0%	58.0%	31.33%
<b>Warranty - Tricor</b>						
<b>Gross</b>	17,185	\$11,602		\$23,798	\$23,890	\$76,475
<b>Contracts</b>	9	6		12	10	37
<b>Average</b>	1,909	\$1,934		\$1,983	\$2,389	2,067
<b>Penetration</b>	50%	43%	40.0%	52.0%	42.0%	44.58%
<b>Warranty - HPP</b>						
<b>Gross</b>	6,820	\$0		\$10,595	\$3,600	\$21,015
<b>Contracts</b>	3	0		7	2	12
<b>Average</b>	2,273	\$0		\$1,514	\$1,800	1,751
<b>Penetration</b>	5%	14%	0.0%	30.0%	8.0%	14.46%
<b>Warranty - Total</b>						
<b>Gross</b>	24,005	\$11,602		\$34,939	\$27,490	\$98,036
<b>Contracts</b>	12	6		19	12	49
<b>Average</b>	2,000	\$1,934		\$1,810	\$2,291	2,001
<b>Penetration</b>	55%	57%	40%	83%	50%	59.04%
<b>Insurance - GAP</b>						
<b>Gross</b>	2,948	\$5,610		\$7,914	\$5,596	\$22,068
<b>Contracts</b>	2	4		5	4	15
<b>Average</b>	1,474	\$1,403		\$1,583	\$1,399	1,471
<b>Penetration</b>	20%	10%	27%	22%	17%	18.07%
<b>Insurance - Life AD&amp;D</b>						
<b>Gross</b>	3,119	\$1,534		\$1,481	\$322	\$6,456
<b>Contracts</b>	5	1		3	3	-
<b>Average</b>	624	\$1,534		\$494	\$107	\$2,759
<b>Penetration</b>	26%	8%		15%	14%	0.00%
<b>Insurance - Total</b>						
<b>Gross</b>	6,067	\$7,144		\$9,395	\$5,918	\$28,524
<b>Contracts</b>	7	5		8	7	27
<b>Average</b>	867	\$1,429		\$1,174	\$845	1,056
<b>Penetration</b>	20%	37%	38%	40%	33%	32.53%

F&I MANAGER STATS Sept 2019

NEW	Sam	Ali	AJ	Soleiman	Totals	
TARGET	Sep-19	Sep-19	Sep-19	Sep-19	Sep-19	
Finance	15	28		26	31	100
Cash	1	4		0	4	9
Total Contracts	16	32		26	35	109
Overall						
Gross	21,684	43,405		\$35,921	\$63,089	164,099
Contracts	16	32		26	35	109
Average Per Deal	2,000	1,355	1,356	\$1,382	\$1,803	1,505
Finance Income	0	0		\$0	\$4,775	4,775
Contracts	15	28		26	31	100
Average	0	0		\$0	\$154	48
Penetration		94%	88%	\$100	89.0%	91.74%
Rust						
Gross	5,349	10,327		\$6,839	\$20,221	42,736
Contracts	4	8		4	14	30
Average	50%	1,337	1,291	\$1,710	\$1,444	1,425
Penetration		25%	25%	15%	40.0%	27.52%
Warranty - Tricor						
Gross	5,067	19,096		\$10,789	\$17,417	\$52,369
Contracts	4	9		7	7	27
Average		1,267	2,122	\$1,541	\$2,488	1,940
Penetration	50%	25%	28%	27%	20.0%	24.77%
Warranty - HPP						
Gross	11,268	4,455		\$10,846	\$11,290	\$37,859
Contracts	7	5		\$6	7	25
Average		1,610	891	\$1,808	\$1,613	1,514
Penetration	5%	44%	16%	23%	20.0%	22.94%
Warranty - Total						
Gross	16,335	23,551		\$21,635	\$28,707	\$90,228
Contracts	11	14		13	14	52
Average		1,485	1,682	\$1,664	\$2,051	1,735
Penetration	55%	69%	44%	50%	40%	47.71%
Insurance - GAP						
Gross	0	9,527		\$6,988	\$9,386	\$25,901
Contracts	0	6		\$4	8	18
Average	0	1,588		\$1,747	\$1,173	1,439
Penetration	20%	0%	19%	15%	23%	16.51%
Insurance - Life AD&D						
Gross	0	0		\$499	\$0	\$499
Contracts	0	0		1	0	-
Average	0	0		\$199	\$0	\$199
Penetration		0%	0%	4%	0	0.00%
Insurance - Total						
Gross	0	9,527		\$7,487	\$9,386	\$26,400
Contracts	0	6		5	8	19
Average	0	1,588		\$1,497	\$1,173	1,389
Penetration	20%	0%	21%	19%	26%	17.43%

F&I MANAGER STATS Aug 2019

NEW	Sam	Ali	AJ	Soleiman	Totals	
TARGET	Aug-19	Aug-19	Aug-19	Aug-19	Aug-19	
Finance	22	18		16	29	85
Cash	3	2		6	4	15
Total Contracts	25	20		22	33	100
Overall						
Gross	32,914	23,865		\$25,519	\$39,236	121,534
Contracts	25	20		22	33	100
Average Per Deal	2,000	1,317	1,193	\$1,160	\$1,189	1,215
Finance Income	1,834	0		\$3,238	\$0	5,072
Contracts	22	18		16	29	85
Average	83	0		\$202	\$0	60
Penetration	88%	90%		\$73	88.0%	85.00%
Rust						
Gross	4,912	2,361		\$4,234	\$11,857	23,364
Contracts	4	2		4	10	20
Average	50%	1,228	1,181	\$1,059	\$1,186	1,168
Penetration	16%	10%		18%	30.0%	20.00%
Warranty - Tricor						
Gross	15,557	5,802		\$9,192	\$9,504	\$40,055
Contracts	8	3		5	4	20
Average	1,945	1,934		\$1,838	\$2,376	2,003
Penetration	50%	32%	15%	23%	30.0%	20.00%
Warranty - HPP						
Gross	5,280	7,852		\$7,158	\$14,639	\$34,929
Contracts	3	6		\$4	8	21
Average	1,760	1,309		\$1,790	\$1,830	1,663
Penetration	5%	12%	30%	18%	24.0%	21.00%
Warranty - Total						
Gross	20,837	13,654		\$16,350	\$24,143	\$74,984
Contracts	11	9		9	12	41
Average	1,894	1,517		\$1,817	\$2,012	1,829
Penetration	55%	44%	45%	41%	36%	41.00%
Insurance - GAP						
Gross	5,003	7,797		-\$47	\$1,750	\$14,503
Contracts	3	5		\$0	1	9
Average	1,668	1,559		\$0	\$1,750	1,611
Penetration	20%	12%	25%	0%	3%	9.00%
Insurance - Life AD&D						
Gross	327	53		\$0	\$1,486	\$1,866
Contracts	1	1		0	1	-
Average	327	53		\$0	\$1,486	\$1,866
Penetration	5%	6%		0%	3	0.00%
Insurance - Total						
Gross	5,330	7,850		-\$47	\$3,236	\$16,369
Contracts	4	6		0	2	12
Average	1,333	1,308		\$0	\$1,618	1,364
Penetration	20%	18%	33%	0%	7%	12.00%

F&I MANAGER STATS July 2019

NEW	Sam	Ali	AJ	Soleiman	Totals	
TARGET	Jul-19	Jul-19	Jul-19	Jul-19	Jul-19	
Finance	19	15		17	19	70
Cash	3	3		5	3	14
Total Contracts	22	18		22	22	84
Overall						
Gross	24,698	32,498		\$37,619	\$28,582	123,397
Contracts	22	17		21	22	82
Average Per Deal	2,000	1,123	1,912	\$1,791	\$1,299	1,505
Finance Income	1,882	0		\$980	\$0	2,862
Contracts	19	15		17	19	70
Average	99	0		\$58	\$0	41
Penetration	86%	88%		\$81	86.0%	83.33%
Rust						
Gross	3,038	4,606		\$9,768	\$5,102	22,514
Contracts	3	4		0.07	3	10
Average	50%	1,013	1,152	\$1,395	\$1,701	2,236
Penetration	14%	24%		33%	14.0%	11.99%
Warranty - Tricor						
Gross	12,101	7,696		\$9,930	\$12,251	\$41,978
Contracts	7	4		4	5	20
Average	1,729	1,924		\$2,483	\$2,450	2,099
Penetration	50%	32%	24%	19%	23.0%	23.81%
Warranty - HPP						
Gross	6,102	8,550		\$110,489	\$7,800	\$132,941
Contracts	4	5		\$6	4	19
Average	1,526	1,710		\$1,748	\$1,950	6,997
Penetration	5%	18%	29%	29%	18.0%	22.62%
Warranty - Total						
Gross	18,203	16,246		\$20,419	\$20,051	\$74,919
Contracts	11	9		10	9	39
Average	1,655	1,805		\$2,042	\$2,228	1,921
Penetration	55%	50%	53%	48%	41%	46.43%
Insurance - GAP						
Gross	1,389	11,646		\$5,384	\$3,429	\$21,848
Contracts	1	9		\$3	2	15
Average	1,389	1,294		\$1,795	\$1,715	1,457
Penetration	20%	5%	53%	14%	9%	17.86%
Insurance - Life AD&D						
Gross	186	0		\$628	\$0	\$814
Contracts	1	0		1	0	-
Average	186	0		\$628	\$0	\$814
Penetration	5%	0%		6%	0	0.00%
Insurance - Total						
Gross	1,575	11,646		\$6,012	\$3,429	\$22,662
Contracts	2	9		\$4	2	17
Average	788	1,294		\$1,503	\$1,715	1,333
Penetration	20%	11%	60%	24%	11%	20.24%

F&I MANAGER STATS June 2019

NEW	Sam	Ali	AJ	Soleiman	Totals
TARGET	Jun-19	Jun-19	Jun-19	Jun-19	Jun-19
Finance	20	23	18	27	88
Cash	2	3	0	3	8
Total Contracts	22	26	18	30	96
Overall					
Gross	27,345	30,079	33,292	\$41,050	131,766
Contracts	22	26	18	30	96
Average Per Deal	2,000	1,243	1,157	1,850	1,373
Finance Income			500.00	\$330	830
Contracts	20	23	18	27	88
Average	0	0	28	\$12	9
Penetration	91%	88%	100%	90.0%	91.96%
Rust					
Gross	2,195	7,202	6,815	\$11,662	27,874
Contracts	2	6	4	8	20
Average	50%	1,098	1,200	1,704	1,394
Penetration	9%	23%	22%	27.0%	20.83%
Warranty - Tricor					
Gross	16,290	13,884	11,935	\$17,543	\$59,652
Contracts	9	7	4	8	28
Average	1,810	1,983	2,984	\$2,193	2,130
Penetration	65%	41%	27%	27.0%	29.17%
Warranty - HPP					
Gross	4,006	5,079	8,484	\$8,815	\$26,384
Contracts	4	3	5	6	18
Average	1,002	1,693	1,697	\$1,469	1,466
Penetration	5%	18%	28%	20.0%	18.75%
Warranty - Total					
Gross	20,296	18,963	20,419	\$26,358	\$86,036
Contracts	13	10	9	14	46
Average	1,561	1,896	2,269	\$1,883	1,870
Penetration	59%	38%	50%	47%	47.92%
Insurance - GAP					
Gross	4,680	3,914	4,191	\$2,535	\$15,320
Contracts	3	3	3	2	11
Average	1,560	1,305	1,397	\$1,268	1,393
Penetration	20%	14%	17%	7%	11.46%
Insurance - Life AD&D					
Gross	174	0	842	\$164	\$1,180
Contracts	1	0	1	1	-
Average	174	0	842	\$164	\$1,180
Penetration	5%	0%	6%	4	0.00%
Insurance - Total					
Gross	4,854	3,914	5,033	\$2,699	\$16,500
Contracts	4	3	4	3	14
Average	1,214	1,305	1,258	\$900	1,179
Penetration	20%	20%	22%	11%	14.58%

F&I MANAGER STATS May 2019

NEW	Sam	Ali	Soleiman	Totals
TARGET	May-19	May-19	May-19	
Finance	26		34	60
Cash	7		3	10
Total Contracts	33		37	70
Overall				
Gross	35,646		\$71,306	106,952
Contracts	33		37	70
Average Per Deal	2,000	1,080	\$1,927	1,528
Finance Income	0		\$600	600
Contracts	26		34	60
Average	0		\$18	10
Penetration	79%		92.0%	85.71%
Rust				
Gross	10,434		\$20,123	30,557
Contracts	7		13	20
Average	50%	1,491	\$1,548	1,528
Penetration		21%	35.0%	28.57%
Warranty - Tricor				
Gross	12,498		\$24,446	\$36,944
Contracts	6		10	16
Average		2,083	\$2,445	2,309
Penetration	65%	18%	27.0%	22.86%
Warranty - HPP				
Gross	9,803		\$12,570	\$22,373
Contracts	7		7	14
Average		1,400	\$1,796	1,598
Penetration	5%	21%	19.0%	20.00%
Warranty - Total				
Gross	22,301		\$37,016	\$59,317
Contracts	13		17	30
Average		1,715	\$2,177	1,977
Penetration		39%	46%	42.86%
Insurance - GAP				
Gross	1,866		\$10,423	\$12,289
Contracts	2		7	9
Average		933	\$1,489	1,365
Penetration	20%	6%	19%	12.86%
Insurance - Life AD&D				
Gross	1,046		\$3,144	\$4,190
Contracts	1		3	-
Average		1,046	\$1,048	\$2,094
Penetration		4%	9	0.00%
Insurance - Total				
Gross	2,912		\$13,567	\$16,479
Contracts	3		10	13
Average		971	\$1,357	1,268
Penetration	20%	12%	29%	18.57%

F&I MANAGER STATS April 2019

NEW	Sam	Ali	Soleiman	Totals
TARGET	Apr-19	Apr-19	Apr-19	
Finance	23		28	51
Cash	2		1	3
Total Contracts	25		29	54
Overall				
Gross	25,257		\$51,787	77,044
Contracts	25		29	54
Average Per Deal	2,000	1,010	\$1,786	1,427
Finance Income	0		\$0	0
Contracts	23		28	51
Average	0		\$0	-
Penetration	92%		97.0%	94.44%
Rust				
Gross	8,085		\$19,971	28,056
Contracts	7		12	19
Average	50%	1,155	\$1,664	1,477
Penetration		28%	41.0%	35.19%
Warranty - Tricor				
Gross	9,400		\$21,167	\$30,567
Contracts	5		10	15
Average	1,880		\$2,117	2,038
Penetration	65%	20%	34.0%	27.78%
Warranty - HPP				
Gross	2,657		\$6,281	\$8,938
Contracts	2		4	6
Average	1,329		\$15,770	1,490
Penetration	5%	8%	14.0%	11.11%
Warranty - Total				
Gross	12,057		\$27,448	\$39,505
Contracts	7		14	21
Average	1,722		\$1,961	1,881
Penetration		28%	48%	38.89%
Insurance - GAP				
Gross	2,908		\$4,368	\$7,276
Contracts	2		3	5
Average	1,454		\$1,456	1,455
Penetration	20%	8%	10%	9.26%
Insurance - Life AD&D				
Gross	2,280		\$0	\$2,280
Contracts	1		0	-
Average	2,280		\$0	\$2,280
Penetration		4%	0	0.00%
Insurance - Total				
Gross	5,116		\$4,368	\$9,484
Contracts	3		3	6
Average	1,705		\$1,456	1,581
Penetration	20%	13%	11%	11.11%

F&I MANAGER STATS March 2019

NEW	Sam	Ali	Soleiman	Totals
TARGET	Mar-19	Feb-19	Mar-19	
Finance	21	2	20	43
Cash	1	0	0	1
Total Contracts	22	2	20	44
<b>Overall</b>				
Gross	41,419	1,794	\$30,018	73,231
Contracts	22	2	20	44
Average Per Deal	2,000	897	\$1,501	1,664
Finance Income	0	0	-\$600	(600)
Contracts	21	2	20	43
Average	\$0	0	-\$30	(14)
Penetration	95.0%	100%	100.0%	97.73%
<b>Rust</b>				
Gross	\$8,959	0	\$11,292	20,251
Contracts	6	0	7	13
Average	50%	0	\$1,613	1,558
Penetration	27.0%	0%	35.0%	29.55%
<b>Warranty - Tricor</b>				
Gross	\$22,273	0	\$12,526	\$34,799
Contracts	11	0	5	16
Average	\$2,025	0	\$2,505	2,175
Penetration	65%	0%	25.0%	36.36%
<b>Warranty - HPP</b>				
Gross	\$5,739	0	\$2,828	\$8,567
Contracts	4	0	1	5
Average	\$1,435	0	\$2,825	1,713
Penetration	5%	0%	5.0%	11.36%
<b>Warranty - Total</b>				
Gross	\$28,012	0	\$15,354	\$43,366
Contracts	15	0	6	21
Average	\$1,867	0	\$2,559	2,065
Penetration	68%	0%	30%	47.73%
<b>Insurance - GAP</b>				
Gross	\$4,448	1,794	\$3,972	\$10,214
Contracts	3	2	3	8
Average	\$1,483	897	\$1,324	1,277
Penetration	20%	100%	15%	18.18%
<b>Insurance - Life AD&amp;D</b>				
Gross	\$0	0	\$0	\$0
Contracts	0	0	0	#DIV/0!
Average	\$0	0	\$0	\$0
Penetration	0%	0%	0	#DIV/0!
<b>Insurance - Total</b>				
Gross	\$4,448	1,794	\$3,972	\$10,214
Contracts	3	2	3	8
Average	\$1,483	897	\$1,324	1,277
Penetration	20%	100%	15%	18.18%

F&I MANAGER STATS Feb 2019

NEW	Sam	Ali	Soleiman	Totals
TARGET	Feb-19	Feb-19	Feb-19	
Finance	5	9	14	28
Cash	3	0	3	6
Total Contracts	8	9	17	34
<b>Overall</b>				
Gross	5,197	16,070	\$28,256	49,523
Contracts	8	9	17	34
Average Per Deal	2,000	650	\$1,662	1,457
Finance Income	0	0	\$0	0
Contracts	5	9	14	28
Average	\$0	0	\$0	-
Penetration	63.0%	100%	82.0%	82.35%
<b>Rust</b>				
Gross	\$836	3,544	\$12,526	16,906
Contracts	1	3	7	11
Average	50%	\$836	\$1,789	1,537
Penetration	13.0%	33%	41.0%	32.35%
<b>Warranty - Tricor</b>				
Gross	\$4,361	7,651	\$9,960	\$21,972
Contracts	3	4	4	11
Average	\$1,454	1,913	\$2,490	1,997
Penetration	65%	38.0%	44%	24.0%
<b>Warranty - HPP</b>				
Gross	\$0	3,600	\$3,414	\$7,014
Contracts	0	2	2	4
Average	\$0	1,800	\$1,707	1,754
Penetration	5%	0.0%	22%	12.0%
<b>Warranty - Total</b>				
Gross	\$4,361	11,251	\$13,374	\$28,986
Contracts	3	6	6	15
Average	\$1,454	1,875	\$2,229	1,932
Penetration	38%	67%	35%	44.12%
<b>Insurance - GAP</b>				
Gross	\$0	1,275	\$2,356	\$3,631
Contracts	0	1	2	3
Average	\$0	1,275	\$1,178	1,210
Penetration	20%	0%	11%	12%
<b>Insurance - Life AD&amp;D</b>				
Gross	\$0	0	\$0	\$0
Contracts	0	0	0	#DIV/0!
Average	\$0	0	\$0	\$0
Penetration	0%	0%	0	#DIV/0!
<b>Insurance - Total</b>				
Gross	\$0	1,275	\$2,356	\$3,631
Contracts	0	1	2	3
Average	\$0	1,275	\$1,178	1,210
Penetration	20%	0%	11%	14%

F&I MANAGER STATS Jan 2019

NEW	TARGET	Sam	Soleiman	Totals
		Jan-19	Jan-19	
Finance		11	7	18
Cash		2	1	3
Total Contracts		13	8	21
Overall				
Gross		\$27,250	\$13,035	40,285
Contracts		13	8	21
Average Per Deal	2,000	\$2,096	\$1,629	1,918
Finance Income		0	\$1,200	1,200
Contracts		11	7	18
Average		\$0	\$171	67
Penetration		85.0%	88.0%	85.71%
Rust				
Gross		\$7,554	\$4,562	12,116
Contracts		6	3	9
Average	50%	\$1,259	\$1,521	1,346
Penetration		46.0%	38.0%	42.86%
Warranty - Tricor				
Gross		\$10,586	\$5,923	\$16,509
Contracts		6	3	9
Average		\$1,764	\$1,974	1,834
Penetration	65%	46.0%	38.0%	42.86%
Warranty - HPP				
Gross		\$7,955	\$150	\$8,105
Contracts		5	0	5
Average		\$1,591	\$0	1,621
Penetration	5%	38.0%	0.0%	23.81%
Warranty - Total				
Gross		\$18,541	\$6,073	\$24,614
Contracts		11	3	14
Average		\$1,686	\$2,024	1,758
Penetration		85%	38%	66.67%
Insurance - GAP				
Gross		\$1,154	\$1,200	\$2,354
Contracts		1	1	2
Average		\$1,154	\$1,200	1,177
Penetration	20%	8%	13%	9.52%
Insurance - Life AD&D				
Gross		\$0	\$0	\$0
Contracts		0	0	#DIV/0!
Average		\$0	\$0	\$0
Penetration		0%	0	#DIV/0!
Insurance - Total				
Gross		\$1,154	\$1,200	\$2,354
Contracts		1	1	2
Average		\$1,154	\$1,200	1,177
Penetration	20%	9%	14%	9.52%

F&I MANAGER STATS Dec 2018

NEW	Sam	Soleiman	Totals
TARGET	Dec-18	Dec-18	
Finance	10	14	24
Cash	1	1	2
Total Contracts	11	15	26
Overall			
Gross	\$17,986	\$33,469	51,455
Contracts	11	15	26
Average Per Deal	1,900	\$2,231	1,979
Finance Income	0	\$0	0
Contracts	10	14	24
Average	\$0	\$0	-
Penetration	91.0%	93.0%	92.31%
Rust			
Gross	\$4,235	\$10,862	15,097
Contracts	3	7	10
Average	50%	\$1,552	1,510
Penetration		47.0%	38.46%
Warranty - Tricor			
Gross	\$10,651	\$14,501	\$25,152
Contracts	6	6	12
Average	\$1,775	\$2,417	2,096
Penetration	75%	40.0%	46.15%
Warranty - HPP			
Gross	\$3,100	\$5,400	\$8,500
Contracts	2	3	5
Average	\$1,550	\$1,800	1,700
Penetration	5%	20.0%	19.23%
Warranty - Total			
Gross	\$13,751	\$19,901	\$33,652
Contracts	8	9	17
Average	\$1,719	\$2,211	1,980
Penetration	73%	60%	65.38%
Insurance - GAP			
Gross	\$0	\$1,229	\$1,229
Contracts	0	1	1
Average	\$0	\$1,229	1,229
Penetration	20%	7%	3.85%
Insurance - Life AD&D			
Gross	\$0	\$1,477	\$1,477
Contracts	0	1	-
Average	\$0	\$1,477	\$1,477
Penetration	0%	7	0.00%
Insurance - Total			
Gross	\$0	\$2,706	\$2,706
Contracts	0	2	2
Average	\$0	\$1,353	1,353
Penetration	20%	14%	7.69%

F&I MANAGER STATS Nov 2018

NEW	Sam		Soleiman		Totals
	TARGET	Nov-18	Nov-18	Nov-18	
Finance		18	10		28
Cash		2	2		4
<b>Total Contracts</b>		20	12		32
<b>Overall</b>					
Gross		30,852	\$20,159		51,011
Contracts		20	12		32
Average Per Deal	1,900	1,543	\$1,680		1,594
Finance Income		0	(400)		(400)
Contracts		18	10		28
Average		0	-\$40		(14)
Penetration		90.0%	83.0%		87.50%
<b>Rust</b>					
Gross		9,779	\$7,735		17,514
Contracts		9	6		15
Average	50%	1,087	\$1,289		1,168
Penetration		45.0%	50.0%		46.88%
<b>Warranty - Tricor</b>					
Gross		\$19,273	\$12,424		\$31,697
Contracts		12	5		17
Average		\$1,606	\$2,485		1,865
Penetration	75%	60.0%	42.0%		53.13%
<b>Warranty - HPP</b>					
Gross		\$1,800	\$400		\$2,200
Contracts		1	1		2
Average		\$1,800	\$400		1,100
Penetration	5%	5.0%	8.0%		6.25%
<b>Warranty - Total</b>					
Gross		\$21,073	\$12,824		\$33,897
Contracts		13	6		19
Average		\$1,621	\$2,137		1,784
Penetration		65%	50%		59.38%
<b>Insurance - GAP</b>					
Gross		\$0	\$0		\$0
Contracts		0	0		0
Average		\$0	\$0		#DIV/0!
Penetration	20%	0%	0%		0.00%
<b>Insurance - Life AD&amp;D</b>					
Gross		\$0	\$0		\$0
Contracts		0	0		#DIV/0!
Average		\$0	\$0		\$0
Penetration		0%	0%		#DIV/0!
<b>Insurance - Total</b>					
Gross		\$0	\$0		\$0
Contracts		0	0		0
Average		\$0	\$0		#DIV/0!
Penetration	20%	0%	0%		0.00%

F&I MANAGER STATS Oct 2018

NEW	TARGET	Sam	Soleiman	Totals
		Oct-18	Oct-18	
Finance		20	23	43
Cash		1	5	6
Total Contracts		21	28	49
Overall				
Gross		\$19,441	\$30,729	50,170
Contracts		21	28	49
Average Per Deal	1,900	\$926	\$1,097	1,024
Finance Income		0	\$500	500
Contracts		20	23	43
Average		\$0	\$22	12
Penetration		95.0%	82.0%	87.76%
Rust				
Gross		\$4,339	\$12,297	16,636
Contracts		3	8	11
Average	50%	\$1,446	\$1,537	1,512
Penetration		14.0%	29.0%	22.45%
Warranty - Tricor				
Gross		\$12,657	\$9,709	\$22,366
Contracts		8	5	13
Average		\$1,582	\$1,942	1,720
Penetration	75%	38.0%	18.0%	26.53%
Warranty - HPP				
Gross		\$2,445	\$7,689	\$10,134
Contracts		2	5	7
Average		\$1,222	\$1,538	1,448
Penetration	5%	10.0%	18.0%	14.29%
Warranty - Total				
Gross		\$15,102	\$17,398	\$32,500
Contracts		10	10	20
Average		\$1,510	\$1,740	1,625
Penetration		48%	36%	40.82%
Insurance - GAP				
Gross		\$0	\$534	\$534
Contracts		0	1	1
Average		\$0	\$534	534
Penetration	20%	0%	4%	2.04%
Insurance - Life AD&D				
Gross		\$0	\$0	\$0
Contracts		0	0	#DIV/0!
Average		\$0	\$0	\$0
Penetration		0%	0	#DIV/0!
Insurance - Total				
Gross		\$0	\$434	\$434
Contracts		0	1	1
Average		\$0	\$534	434
Penetration	20%	0%	4%	2.04%

F&I MANAGER STATS Sept 2018

NEW	TARGET	Sam	Soleiman	Totals
		Sep-18	Sep-18	
Finance		18	20	38
Cash		3	5	8
Total Contracts		21	25	46
Overall				
Gross		\$31,691	\$37,119	68,810
Contracts		21	25	46
Average Per Deal	1,900	\$1,509	\$1,485	1,496
Finance Income		0	-\$685	(685)
Contracts		18	20	38
Average		\$0	-\$34	(18)
Penetration		86.0%	80.0%	82.61%
Rust				
Gross		\$9,898	\$11,758	21,656
Contracts		7	9	16
Average	50%	\$1,414	\$1,306	1,354
Penetration		33.0%	36.0%	34.78%
Warranty - Tricor				
Gross		\$15,192	\$18,578	\$33,770
Contracts		9	8	17
Average		\$1,688	\$2,322	1,986
Penetration	75%	43.0%	32.0%	36.96%
Warranty - HPP				
Gross		\$1,440	\$6,235	\$7,675
Contracts		1	4	5
Average		\$1,440	\$2,068	1,535
Penetration	5%	5.0%	48.0%	10.87%
Warranty - Total				
Gross		\$16,632	\$24,813	\$41,445
Contracts		10	12	22
Average		\$1,663	\$2,068	1,884
Penetration		48%	48%	47.83%
Insurance - GAP				
Gross		\$5,161	\$1,233	\$6,394
Contracts		3	1	4
Average		\$1,720	\$1,233	1,599
Penetration	20%	14%	4%	8.70%
Insurance - Life AD&D				
Gross		\$0	\$0	\$0
Contracts		0	0	#DIV/0!
Average		\$0	\$0	\$0
Penetration		0%	0	#DIV/0!
Insurance - Total				
Gross		\$5,161	\$1,233	\$6,394
Contracts		3	1	4
Average		\$1,720	\$1,233	1,599
Penetration	20%	17%	5%	8.70%

USED				
Finance		5	2	7
Cash		3	1	4
Total Contracts		8	3	11
<b>Overall</b>				
Gross		\$11,081	\$8,461	19,542
Contracts		8	3	11
Average Per Deal	1,900	\$1,385	\$2,820	1,777
<b>Finance Income</b>		\$5,136	\$3,238	8,374
Contracts		\$5	2	7
Average		\$1,027	\$1,619	2,646
Penetration		63.0%	67.0%	63.64%
<b>Rust</b>				
Gross		\$809	\$1,644	2,453
Contracts		1	1	2
Average	50%	\$809	\$1,664	2,473
Penetration		13.0%	33.0%	18.18%
<b>Warranty - Tricor</b>				
Gross		\$5,136	\$237	\$5,373
Contracts		4	1	5
Average		\$1,284	\$237	\$1,521
Penetration	75%	50.0%	33.0%	45.45%
<b>Warranty - HPP</b>				
Gross		\$0	\$3,342	\$3,342
Contracts		0	1	1
Average		\$0	\$3,342	\$3,342
Penetration	5%	0.0%	33.0%	9.09%
<b>Warranty - Total</b>				
Gross		\$5,136	\$3,579	\$8,715
Contracts		4	2	6
Average		\$1,284	\$1,790	\$3,074
Penetration		50.0%	67.0%	54.55%
<b>Insurance - GAP</b>				
Gross		\$0	\$0	\$0
Contracts		0	0	0
Average		\$0	\$0	\$0
Penetration	20%	0.0%	0.0%	0.00%
<b>Insurance - Life AD&amp;D</b>				
Gross		\$0	\$0	\$0
Contracts		0	0	0
Average		\$0	\$0	\$0
Penetration		0.0%	0.0%	0.00%

**Insurance - Total**

<b>Gross</b>		\$0.0	\$0.0	\$0
<b>Contracts</b>		0	0	0
<b>Average</b>		\$0.0	\$0.0	\$0
<b>Penetration</b>	<b>20%</b>	0.0%	0.0%	0.00%

USED					
Finance			8	5	13
Cash			5	6	11
Total Contracts			13	11	24
Overall					
Gross			\$12,576	\$11,466	24,042
Contracts			13	11	24
Average Per Deal	1,900		\$967	\$1,042	1,002
Finance Income			\$1,029	\$3,062	4,091
Contracts			\$8	5	13
Average			\$129	\$612	741
Penetration			62.0%	45.0%	54.17%
Rust					
Gross			\$4,421	\$0	4,421
Contracts			4	0	4
Average	50%		\$1,105	\$0	1,105
Penetration			31.0%	0.0%	16.67%
Warranty - Tricor					
Gross			\$7,126	\$8,404	\$15,530
Contracts			6	4	10
Average			\$1,188	\$2,101	\$3,289
Penetration	75%		46.0%	36.0%	41.67%
Warranty - HPP					
Gross			\$0	\$0	\$0
Contracts			0	0	0
Average			\$0	\$0	\$0
Penetration	5%		0.0%	0.0%	0.00%
Warranty - Total					
Gross			\$7,126	\$8,404	\$15,530
Contracts			6	4	10
Average			\$1,188	\$2,101	\$3,289
Penetration			46.0%	36.0%	41.67%
Insurance - GAP					
Gross			\$0	\$0	\$0
Contracts			0	0	0
Average			\$0	\$0	\$0
Penetration	20%		0.0%	0.0%	0.00%
Insurance - Life AD&D					
Gross			\$0	\$0	\$0
Contracts			0	0	0
Average			\$0	\$0	\$0
Penetration			0.0%	0.0%	0.00%
Insurance - Total					
Gross			\$0.0	\$0.0	\$0
Contracts			0	0	0
Average			\$0.0	\$0.0	\$0
Penetration	20%		0.0%	0.0%	0.00%

USED	Simon		Sam		Soleiman	
		Jun-18		Jun-18		Jun-18
Finance		3		5		5
Cash		1		1		4
Total Contracts		4		6		9
Overall						
Gross		\$5,000		\$4,583		\$16,605
Contracts		4		6		9
Average Per Deal	1,900	\$1,250		\$764		\$1,845
Finance Income		\$1,341		\$2,530		\$2,861
Contracts		3		5		5
Average		\$447		\$506		\$572
Penetration		75.0%		83.0%		56.0%
Rust						
Gross		\$710		\$508		\$4,538
Contracts		1		1		4
Average	50%	\$710		\$508		\$1,134
Penetration		25.0%		17.0%		44.0%
Warranty - Tricor						
Gross		\$1,689		\$1,545		\$7,624
Contracts		1		1		4
Average		\$1,689		\$1,545		\$1,906
Penetration	75%	25.0%		17.0%		44.0%
Warranty - HPP						
Gross		\$1,260		\$0		\$1,582
Contracts		1		0		1
Average		\$1,260		\$0		\$1,582
Penetration	5%	25.0%		0.0%		11.0%
Warranty - Total						
Gross		\$2,949		\$1,545		\$9,206
Contracts		2		1		5
Average		\$1,475		\$1,545		\$1,841
Penetration		50.0%		17.0%		56.0%
Insurance - GAP						
Gross		\$0		\$0		\$0
Contracts		0		0		0
Average		\$0		\$0		\$0
Penetration	20%	0.0%		0.0%		0.0%
Insurance - Life AD&D						
Gross		\$0		\$0		\$0
Contracts		0		0		0
Average		\$0		\$0		\$0
Penetration		0.0%		0.0%		0.0%
Insurance - Total						
Gross		\$0.0		\$0.0		\$0.0
Contracts		0		0		0
Average		\$0.0		\$0.0		\$0.0
Penetration	20%	0.0%		0.0%		0.0%

USED	Simon	Sam	Soleiman	
	May-18	May-18	May-18	
Finance	8	1	1	10
Cash	1	0	1	2
<b>Total Contracts</b>	9	1	2	12
<b>Overall</b>				
Gross	\$11,343	2,083	\$4,044	17,470
Contracts	9	1	2	12
Average Per Deal	<b>1,900</b>	\$1,503	\$2,022	1,456
<b>Finance Income</b>	\$2,506	1,051	\$498	4,055
Contracts	8	1	1	10
Average	\$313	1,051	\$498	1,862
Penetration	89.0%	100%	50.0%	83.33%
<b>Rust</b>				
Gross	\$710	0	\$0	710
Contracts	1	0	0	1
Average	\$710	0	\$0	710
Penetration	<b>50%</b>	11.0%	0.0%	8.33%
<b>Warranty - Tricor</b>				
Gross	\$7,324	1,032	\$3,545	\$11,901
Contracts	7	1	2	10
Average	\$1,046	1,032	\$1,773	\$3,851
Penetration	<b>75%</b>	78.0%	100.0%	83.33%
<b>Warranty - HPP</b>				
Gross	\$1,300	0	\$0	\$1,300
Contracts	1	0	0	1
Average	\$1,300	0	\$0	\$1,300
Penetration	<b>5%</b>	5.0%	0.0%	8.33%
<b>Warranty - Total</b>				
Gross	\$7,324	1,032	\$3,545	\$11,901
Contracts	7	1	2	10
Average	\$1,046	1,032	\$1,773	\$3,851
Penetration	74.0%	100%	100.0%	83.33%
<b>Insurance - GAP</b>				
Gross	\$803	0	\$0	\$803
Contracts	1	0	0	1
Average	\$803	0	\$0	\$803
Penetration	<b>20%</b>	11.0%	0.0%	8.33%
<b>Insurance - Life AD&amp;D</b>				
Gross	\$0	0	\$0	\$0
Contracts	0	0	0	0
Average	\$0	0	\$0	\$0
Penetration	0.0%	0%	0.0%	0.00%
<b>Insurance - Total</b>				
Gross	\$803.0	0	\$0.0	\$803
Contracts	1	0	0	1
Average	\$803.0	0	\$0.0	\$803
Penetration	<b>20%</b>	13.0%	0.0%	8.33%

F&I MANAGER STATS Apr 2018

NEW	Simon	Sam	Soleiman
TARGET	Apr-18	Apr-18	Apr-18
Finance	13	17	9
Cash	1	1	1
Total Contracts	14	18	Jan-00
<b>Overall</b>			
Gross	\$20,357	\$29,191	\$10,600
Contracts	14	18	10
Average Per Deal	\$1,454	\$1,622	\$1,060
<b>Finance Income</b>			
Contracts	0	\$0	\$0
Average	13	17	9
Penetration	\$0	\$0	\$0
	92.9%	94%	90.0%
<b>Rust</b>			
Gross	\$8,319	\$11,531	\$5,115
Contracts	8	9	4
Average	\$1,040	\$1,281	\$1,279
Penetration	57.1%	50%	40.0%
<b>Warranty - Tricor</b>			
Gross	\$8,747	\$15,255	\$4,435
Contracts	5	10	4
Average	\$1,749	\$1,525	\$1,109
Penetration	35.7%	56%	40.0%
<b>Warranty - HPP</b>			
Gross	\$1,418	\$800	\$1,050
Contracts	1	1	1
Average	\$1,418	\$800	\$1,050
Penetration	7.1%	6%	10.0%
<b>Warranty - Total</b>			
Gross	\$10,165	\$16,055	\$5,485
Contracts	6	11	5
Average	\$1,694	\$1,460	\$1,097
Penetration	43%	61%	50.0%
<b>Insurance - GAP</b>			
Gross	\$1,873	\$1,605	\$0
Contracts	2	2	0
Average	\$937	\$803	#DIV/0!
Penetration	14%	11%	0.0%
<b>Insurance - Life AD&amp;D</b>			
Gross	\$0	\$0	\$0
Contracts	0	0	0
Average	#DIV/0!	#DIV/0!	#DIV/0!
Penetration	0%	0%	0.0%

<b>Insurance - Total</b>			
Gross	\$1,873	\$1,605	\$0
Contracts	2	2	0
Average	\$937	\$803	#DIV/0!
Penetration	14%	12%	0.0%
	<b>Apr-18</b>	<b>Apr-18</b>	43191
<b>Finance</b>	3	1	3
Cash	0	2	1
Total Contracts	3	3	4
<b>Overall</b>			
Gross	5,266	\$2,349	\$9,014
Contracts	3	3	4
Average Per Deal	1,755	\$783	\$2,253
<b>Finance Income</b>	1,838	\$300	\$930
Contracts	3	1	3
Average	613	\$300	\$310
Penetration	100%	33.3%	75.0%
<b>Rust</b>			
Gross	0	\$100	\$2,165
Contracts	0	1	2
Average	#DIV/0!	\$100	\$1,083
Penetration	0%	33.3%	50.0%
<b>Warranty - Tricor</b>			
Gross	2,428	\$0	\$5,919
Contracts	2	0	4
Average	1,214	#DIV/0!	\$1,480
Penetration	67%	0.0%	100.0%
<b>Warranty - HPP</b>			
Gross	0	\$1,949	\$0
Contracts	0	1	0
Average	#DIV/0!	\$1,949	#DIV/0!
Penetration	0%	33.3%	0.0%
<b>Warranty - Total</b>			
Gross	2,428	\$1,949	\$5,919
Contracts	2	1	4
Average	1,214	\$1,949	\$1,480
Penetration	67%	33.3%	100.0%
<b>Insurance - GAP</b>			
Gross	1,000	\$0	\$0
Contracts	1	0	0
Average	1,000	#DIV/0!	#DIV/0!
Penetration	33%	0.0%	0.0%

**Insurance - Life AD&D**

<b>Gross</b>	0	\$0	\$0
<b>Contracts</b>	0	0	0
<b>Average</b>	#DIV/0!	#DIV/0!	#DIV/0!
<b>Penetration</b>	0%	0.0%	0.0%

**Insurance - Total**

<b>Gross</b>	1,000	\$0	\$0
<b>Contracts</b>	1	0	0
<b>Average</b>	1,000	#DIV/0!	#DIV/0!
<b>Penetration</b>	33%	0.0%	0.0%

Totals

39  
3  
42

60,149  
42  
1,432

0  
39  
0  
92.86%

24,966  
21  
3,600  
50.00%

\$28,437  
19  
\$4,384  
45.24%

\$3,268  
3  
\$3,268  
7.14%

\$31,705  
22  
\$4,251  
52.38%

\$3,478  
4  
#DIV/0!  
9.52%

\$0  
0  
#DIV/0!  
0.00%

\$3,478  
4  
#DIV/0!  
9.52%



7  
3  
10

16,629  
10  
1,663

3,068  
7  
1,223  
70.00%

2,265  
3  
#DIV/0!  
30.00%

\$8,347  
6  
#DIV/0!  
60.00%

\$1,949  
1  
#DIV/0!  
10.00%

\$10,296  
7  
\$4,643  
70.00%

\$1,000  
1  
#DIV/0!  
10.00%

\$0  
0  
#DIV/0!  
0.00%

\$1,000  
1  
#DIV/0!  
10.00%

F&I MANAGER STATS Mar 2018

NEW	Simon	Sam
TARGET	Mar-18	Mar-18
Finance	16	20
Cash	1	0
Total Contracts	17	20
Overall		
Gross	\$24,241	30,625
Contracts	17	20
Average Per Deal	\$1,426	1,531
Finance Income	0	1,726
Contracts	16	20
Average	\$0	86
Penetration	94.1%	100%
Rust		
Gross	\$8,661	8,921
Contracts	9	6
Average	\$962	1,487
Penetration	52.9%	30%
Warranty - Tricor		
Gross	\$4,413	17,065
Contracts	3	12
Average	\$1,471	1,422
Penetration	17.6%	60%
Warranty - HPP		
Gross	\$10,407	0
Contracts	7	0
Average	\$1,487	#DIV/0!
Penetration	41.2%	0%
Warranty - Total		
Gross	\$14,820	17,065
Contracts	10	12
Average	\$1,482	1,422
Penetration	59%	60%
Insurance - GAP		
Gross	\$760	2,912
Contracts	1	2
Average	\$760	1,456
Penetration	6%	10%
Insurance - Life AD&D		
Gross	\$0	0
Contracts	0	0
Average	#DIV/0!	#DIV/0!
Penetration	0%	0%

<b>Insurance - Total</b>		
Gross	\$760	2,912
Contracts	1	2
Average	\$760	1,456
Penetration	6%	10%

**Mar-18**

**Mar-18**

<b>Finance</b>	1	1
Cash	2	2
Total Contracts	3	3

<b>Overall</b>		
Gross	520	\$941
Contracts	3	3
Average Per Deal	173	\$314

<b>Finance Income</b>	0	\$428
Contracts	1	1
Average	0	\$428
Penetration	33%	33.3%

<b>Rust</b>		
Gross	0	\$513
Contracts	0	1
Average	#DIV/0!	\$513
Penetration	0%	33.3%

<b>Warranty - Tricor</b>		
Gross	520	\$0
Contracts	1	0
Average	520	#DIV/0!
Penetration	33%	0.0%

<b>Warranty - HPP</b>		
Gross	0	\$0
Contracts	0	0
Average	#DIV/0!	#DIV/0!
Penetration	0%	0.0%

<b>Warranty - Total</b>		
Gross	520	\$0
Contracts	1	0
Average	520	#DIV/0!
Penetration	33%	0.0%

<b>Insurance - GAP</b>		
Gross	0	\$0
Contracts	0	0
Average	#DIV/0!	#DIV/0!
Penetration	0%	0.0%

**Insurance - Life AD&D**

Gross	0	\$0
Contracts	0	0
Average	#DIV/0!	#DIV/0!
Penetration	0%	0.0%

**Insurance - Total**

Gross	0	\$0
Contracts	0	0
Average	#DIV/0!	#DIV/0!
Penetration	0%	0.0%

Totals

36  
1  
37

54,866  
37  
1,483

1,726  
36  
86  
97.30%

17,582  
15  
2,449  
40.54%

\$21,478  
15  
\$2,893  
40.54%

\$10,407  
7  
#DIV/0!  
18.92%

\$31,885  
22  
\$2,904  
59.46%

\$3,672  
3  
\$2,216  
8.11%

\$0  
0  
#DIV/0!  
0.00%

\$3,672  
3  
\$2,216  
8.11%



2  
4  
6

1,461  
6  
243  
428  
2  
428  
33.33%

513  
1  
#DIV/0!  
16.67%

\$520  
1  
#DIV/0!  
16.67%

\$0  
0  
#DIV/0!  
0.00%

\$520  
1  
#DIV/0!  
16.67%

\$0  
0  
#DIV/0!  
0.00%

\$0  
0  
#DIV/0!  
0.00%

\$0  
0  
#DIV/0!  
0.00%

F&I MANAGER STATS Jan 2018

NEW	Simon	Sam
TARGET	Feb-18	Feb-18
Finance	10	10
Cash	2	0
Total Contracts	12	10
Overall		
Gross	\$11,692	16,325
Contracts	12	10
Average Per Deal	\$974	1,632
Finance Income	0	0
Contracts	10	10
Average	\$0	0
Penetration	83.3%	100%
Rust		
Gross	\$2,934	7,880
Contracts	3	6
Average	\$978	1,313
Penetration	25.0%	60%
Warranty - Tricor		
Gross	\$7,252	6,128
Contracts	5	6
Average	\$1,450	1,021
Penetration	41.7%	60%
Warranty - HPP		
Gross	\$1,506	1,064
Contracts	1	1
Average	\$1,506	1,064
Penetration	8.3%	10%
Warranty - Total		
Gross	\$8,758	7,192
Contracts	6	7
Average	\$1,460	1,027
Penetration	50%	70%
Insurance - GAP		
Gross	\$0	1,253
Contracts	0	1
Average	#DIV/0!	1,253
Penetration	0%	10%
Insurance - Life AD&D		
Gross	\$0	0
Contracts	0	0
Average	#DIV/0!	#DIV/0!
Penetration	0%	0%

<b>Insurance - Total</b>		
Gross	\$0	1,253
Contracts	0	1
Average	#DIV/0!	1,253
Penetration	0%	10%

**Feb-18**

**Feb-18**

<b>Finance</b>	5	1
Cash	1	0
Total Contracts	6	1

<b>Overall</b>		
Gross	7,424	\$984
Contracts	6	1
Average Per Deal	1,237	\$984

<b>Finance Income</b>	2,131	\$984
Contracts	5	1
Average	426	\$984
Penetration	83%	100.0%

<b>Rust</b>		
Gross	860	\$0
Contracts	1	0
Average	860	#DIV/0!
Penetration	17%	0.0%

<b>Warranty - Tricor</b>		
Gross	4,434	\$0
Contracts	3	0
Average	1,478	#DIV/0!
Penetration	50%	0.0%

<b>Warranty - HPP</b>		
Gross	0	\$0
Contracts	0	0
Average	#DIV/0!	#DIV/0!
Penetration	0%	0.0%

<b>Warranty - Total</b>		
Gross	4,434	\$0
Contracts	3	0
Average	1,478	#DIV/0!
Penetration	50%	0.0%

<b>Insurance - GAP</b>		
Gross	0	\$0
Contracts	0	0
Average	#DIV/0!	#DIV/0!
Penetration	0%	0.0%

**Insurance - Life AD&D**

Gross	0	\$0
Contracts	0	0
Average	#DIV/0!	#DIV/0!
Penetration	0%	0.0%

**Insurance - Total**

Gross	0	\$0
Contracts	0	0
Average	#DIV/0!	#DIV/0!
Penetration	0%	0.0%

Totals

20  
2  
22

28,017  
22  
1,273

0  
20  
0  
90.91%

10,814  
9  
2,291  
40.91%

\$13,380  
11  
\$2,472  
50.00%

\$2,570  
2  
\$2,570  
9.09%

\$15,949  
13  
\$2,487  
59.09%

\$1,253  
1  
#DIV/0!  
4.55%

\$0  
0  
#DIV/0!  
0.00%

\$1,253  
1  
#DIV/0!  
4.55%



6  
1  
7

8,408  
7  
1,201  
3,114  
6  
1,410  
85.71%

860  
1  
#DIV/0!  
14.29%

\$4,434  
3  
#DIV/0!  
42.86%

\$0  
0  
#DIV/0!  
0.00%

\$4,434  
3  
#DIV/0!  
42.86%

\$0  
0  
#DIV/0!  
0.00%

\$0  
0  
#DIV/0!  
0.00%

\$0  
0  
#DIV/0!  
0.00%

F&I MANAGER STATS Jan 2018

NEW	TARGET	Simon Jan-18	Sam Jan-18
Finance		14	13
Cash		0	2
Total Contracts		14	\$15
Overall			
Gross		\$15,493	\$14,395
Contracts		14	\$15
Average Per Deal		\$1,107	\$960
Finance Income		0	0%
Contracts		14	\$13
Average		\$0	0
Penetration		100.0%	86.7%
Rust			
Gross		\$4,995	4251.45
Contracts		6	3
Average		\$833	\$1,417
Penetration		42.9%	\$0
Warranty - Tricor			
Gross		\$4,269	\$8,202
Contracts		2	\$7
Average		\$2,135	\$1,172
Penetration		14.3%	46.7%
Warranty - HPP			
Gross		\$4,905	\$692
Contracts		3	1
Average		\$1,635	\$692
Penetration		21.4%	\$0
Warranty - Total			
Gross		\$9,174	\$8,894
Contracts		5	\$8
Average		\$1,835	\$1,112
Penetration		36%	53.3%
Insurance - GAP			
Gross		\$1,324	\$1,249
Contracts		1	100%
Average		\$1,324	\$1,249
Penetration		7%	6.7%
Insurance - Life AD&D			
Gross		\$0	\$0
Contracts		0	0
Average		#DIV/0!	#DIV/0!
Penetration		0%	0%

<b>Insurance - Total</b>		
Gross	\$1,324	\$1,249
Contracts	1	100%
Average	\$1,324	\$1,249
Penetration	7%	7.7%

<b>Jan-18</b>	<b>Jan-18</b>
---------------	---------------

<b>Finance</b>	3	1
Cash	0	500%
Total Contracts	3	\$6

<b>Overall</b>		
Gross	5,995	\$568
Contracts	3	\$6
Average Per Deal	1,998	94.67

<b>Finance Income</b>	1,474	\$568
Contracts	3	\$1
Average	491	<b>\$568</b>
Penetration	100%	<b>16.7%</b>

<b>Rust</b>		
Gross	2,609	\$0
Contracts	1	0
Average	2,609	#DIV/0!
Penetration	33%	\$0

<b>Warranty - Tricor</b>		
Gross	1,912	0
Contracts	2	0
Average	956	#DIV/0!
Penetration	67%	0

<b>Warranty - HPP</b>		
Gross	0	\$0
Contracts	0	0
Average	#DIV/0!	#DIV/0!
Penetration	0%	0

<b>Warranty - Total</b>		
Gross	1,912	0
Contracts	2	0
Average	956	#DIV/0!
Penetration	67%	0

<b>Insurance - GAP</b>		
Gross	0	0
Contracts	0	0
Average	#DIV/0!	#DIV/0!
Penetration	0%	0

**Insurance - Life AD&D**

Gross	0	0
Contracts	0	0
Average	#DIV/0!	#DIV/0!
Penetration	0%	0

**Insurance - Total**

Gross	0	0
Contracts	0	0
Average	#DIV/0!	#DIV/0!
Penetration	0%	0

Totals

27  
2  
29

29,888  
29  
1,031

0  
27  
0  
93.10%

9,247  
9  
2,250  
31.03%

\$12,471  
9  
\$3,306  
31.03%

\$5,597  
4  
\$2,327  
13.79%

\$18,068  
13  
\$2,947  
44.83%

\$2,573  
2  
\$2,573  
6.90%

\$0  
0  
#DIV/0!  
0.00%

\$2,573  
2  
\$2,573  
6.90%



4  
5  
9

6,563  
9  
729  
2,042  
4  
1,059  
44.44%

2,609  
1  
#DIV/0!  
11.11%

\$1,912  
2  
#DIV/0!  
22.22%

\$0  
0  
#DIV/0!  
0.00%

\$1,912  
2  
#DIV/0!  
22.22%

\$0  
0  
#DIV/0!  
0.00%

\$0  
0  
#DIV/0!  
0.00%

\$0  
0  
#DIV/0!  
0.00%