

Dealer Name	BDC Rep	Int Leads	Phone Ups	Total Leads	Appts Set
Libertyville Ford					
	Daisy	81	4	85	16
	Scott	88	13	101	19
	Julie	60	9	69	13
Libertyville Cadillac					
	Tom	55	2	57	12
	Isaac	45	1	46	22
Libertyville Mazda					
	Marty	73	1	74	22
	Sean	66	4	70	12
Autowerks Loves Park					
	Vanessa	162	8	170	51
	Josh	66	9	75	5
	Nate	25	0	25	6
Autowerks Rockford					
	Brenna	85	13	98	25
	Jaci	69	13	82	20
	Dalton	59	3	62	10
Autowerks Indiana					
	Rosa	97	18	115	38
	Jimmy	105	17	122	46
	Cade	75	2	77	26
Autowerks Bourbonnais					
	Amanda	59	4	63	5
Blue Island Lincoln					
	Nick	16	3	19	1
	Juan	11	2	13	1
	Scott	18	2	20	4
River Oaks Lincoln Cadillac					
	Daisy	111	9	120	30
Lincoln Glenview					
	Brian	6	6	12	1

	Gerry	6	1	7	2
	Leah	74	2	76	29
	Matt	24	9	33	2
	Tim	39	11	50	2
Foley Motors					
	Mike	103	9	112	48
	Rocco	62	8	70	36

Lead to Set %	Appt Show	Set to Show %
19%	7	44%
19%	14	74%
19%	7	54%
21%	8	67%
48%	14	64%
30%	11	50%
17%	7	58%
30%	30	59%
7%	1	20%
24%	3	50%
26%	12	48%
24%	10	50%
16%	6	60%
33%	19	50%
38%	17	37%
34%	11	42%
8%	0	0%
5%	0	0%
8%	0	0%
20%	3	75%
25%	4	13%
8%	0	0%

Goals

Lead to Set	35%
Set to Show	50%

29%	2	100%
38%	16	55%
6%	1	50%
4%	2	100%
43%	25	52%
51%	20	56%