

July New Sales	Total Units Sold	Total Gross Margin	Net Return on New Inventory	New Truck Gross per Employee	F & I Penetration %	Equity in Inventory	Turn days on units sold	Average Days for unit to be Lot Ready	New Leads / opportunities	Proposals submitted	Close rate %	Average Consultant CRM daily activity
Abbotsford												
Edmonton South												
Edmonton West												
Fort St John												
Lloydminster												
Prince George												
Surrey												
Williams Lake												
FTC Combined	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!		#DIV/0!	#DIV/0!	#DIV/0!	0	#DIV/0!	#DIV/0!
FTC KPI		5.75%	5.00%	30,000			120	7			30.00%	10

**Draft 1** for discussion with C Level & GM's

\*are these the important KPI's for FTC to focus on?

\*need to establish FTC KPI Numbers (bottom green row)

<b>July Pre-Owned Sales</b>	<b>Total Units Sold</b>	<b>Total Gross Margin</b>	<b>Net Return on Used Inventory</b>	<b>F &amp; I Penetration %</b>	<b>Turn days on Units Sold</b>	<b>Average Unit Recon Cost</b>
Abbotsford						
Edmonton South						
Edmonton West						
Fort St John						
Lloydminster						
Prince George						
Surrey						
Williams Lake						
<b>FTC Combined</b>	<b>#DIV/0!</b>	<b>0.00%</b>	<b>#DIV/0!</b>	<b>#DIV/0!</b>		<b>#DIV/0!</b>
<b>FTC KPI</b>		<b>7.00%</b>	<b>5.00%</b>		<b>120</b>	