

WEEKLY FINANCE MANAGER REVIEW MTD 03/12/2017

LEASES

	ALFONSO		JON		MARK		MIKE		AVG	NO F
DEALS	5		8		5		7		6	
MAINTENANCE	0	0%	0	0%	2	40%	3	43%	20%	
WEARCARE	1	20%	3	38%	1	20%	2	29%	28%	
VPI	1	20%	3	38%	3	60%	5	71%	48%	

FINANCE

	ALFONSO		JON		MARK		MIKE		AVG	MIC
DEALS	13		10		8		13		5	
ESP	8	62%	7	70%	4	50%	9	69%	64%	3
MAINTENANCE	2	15%	3	30%	3	38%	2	15%	23%	
GAP	8	62%	3	30%	4	50%	7	54%	50%	2
VPI	18	138%	13	130%	11	138%	18	138%	136%	5

CASH

	ALFONSO		JON		MARK		MIKE		AVG	MIC
DEALS	3		2		6		1		3	
ESP	1	33%	1	50%	2	33%	1	100%	42%	0
MAINTENANCE	1	33%	1	50%	0	0%	0	0%	17%	0
VPI	2	66%	2	100%	2	33%	1	100%	58%	0

SUMMARY

	ALFONSO		JON		MARK		MIKE		AVG	MIC
DEALS	21		20		19		21		20	
PVR	\$1,323.00		\$1,188.00		\$960.00		\$1,613.00		\$1,280	\$6
VPI	21	100%	18	90%	16	84%	24	114%	97%	5
E-CONTRACTS %	78.00%		67.00%		70.00%		86.00%		75%	77
EMAIL CAPTURE %	86.00%		85.00%		95.00%		81.00%		86%	33

EMAIL CAPTURE %	
ARACELI	43.00%

&I MGR	LEGEND
7	AT OR ABOVE
	GROUP AVG
	90% -99%

HAEL P	GABINO	
7	5	
43%	0	0%
0%	0	
29%	5	100%
71%	5	100%

HAEL P	GABINO	
5	4	
0%	1	25%
0%	0	0%
0%	1	25%

HAEL P	GABINO	
12	9	
84.00	\$582.00	
42%	6	67%
.00%		
.00%	78.00%	