

Hunter Johnson class #323 FM post class work

PAGE 6 LINE 11

USED CAR F&I PRU \$671

CAUSE - 54% FINANCE PEN WE SHOULD BE AT 68%

I PUT A FINANCE DIRECTOR IN PLACE TO HELP IN BOTH AREAS.

GOAL IS TO GET TO \$850 PER COPY BY THE END OF THE 4TH QTR.