

Classification system based on Sales to return ratio as starting point. Overall sales and growth potential have to be factored in as well. People buy from people not from specific Companies.

Top 3

#1 VanaMax Highest YTD sales and highest Gross low return percentage

#2 M&B Collision #2 YTD sales and #4 on gross low return percentage

#3 H&T Ford #3 YTD sales #4 gross and low return percentage

Bottom 3

#1 M&M auto sales strong sales but low GP

#2 M&D used cars low GP weak sales

#3 Accidents Happen Weak sales and weak GP