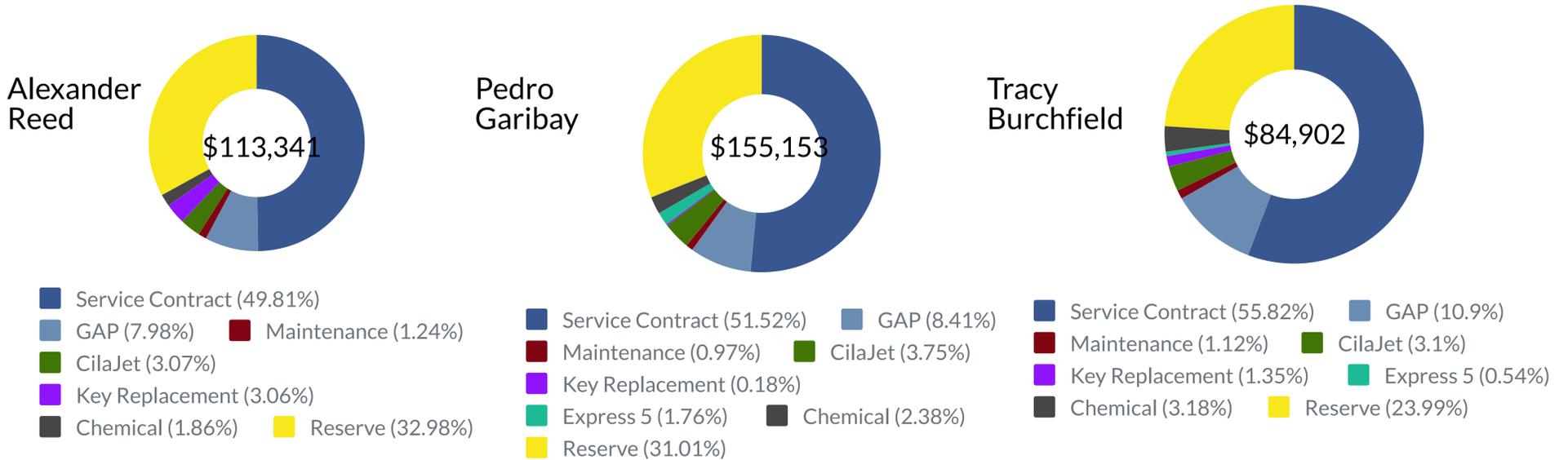


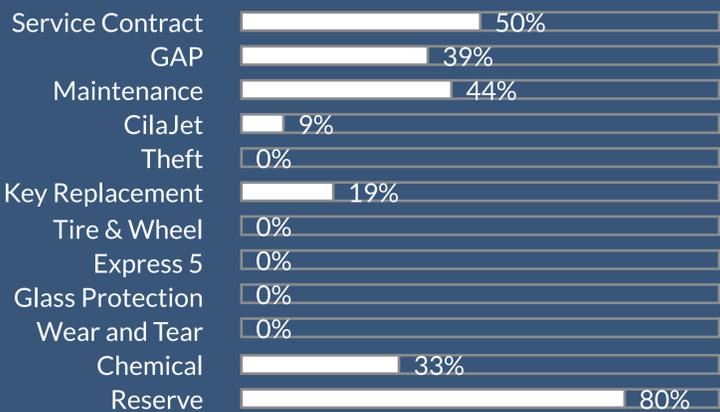
Average Profit By Business Manager



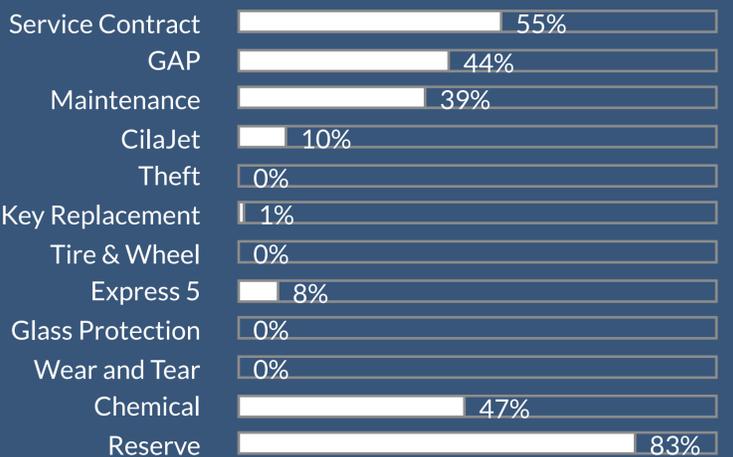
Percent of Total Back End Profit



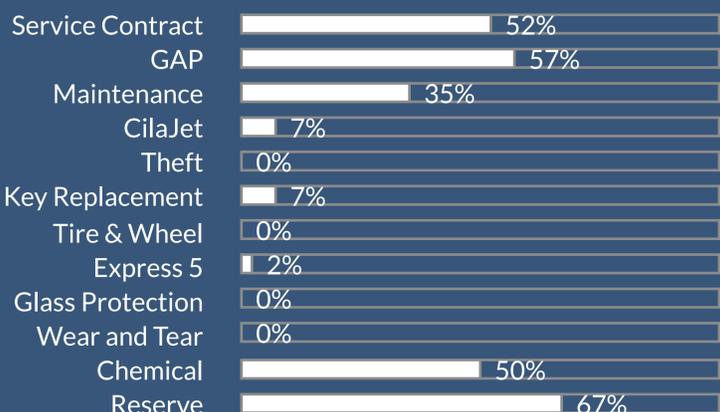
September Total Gross: \$355,600



Alexander Reed



Pedro Garibay



Tracy Burchfield



Alex Reed

Goal	%	% Achieved	Status
VSC Penetration Goal	%	Achieved	✓
GAP Penetration Goal	%	Achieved	✗
Cilajet Penetration Goal	%	Achieved	✓
PPM Penetration Goal	%	Achieved	✓
Total Products per deal Goal	0.0	0.0	✗

Pedro Gariby

Goal	%	% Achieved	Status
VSC Penetration Goal	%	Achieved	✓
GAP Penetration Goal	%	Achieved	✗
Cilajet Penetration Goal	%	Achieved	✓
PPM Penetration Goal	%	Achieved	✓
Total Products per deal Goal	0.0	0.0	✗

Tracy Burchfield

Goal	%	% Achieved	Status
VSC Penetration Goal	%	Achieved	✓
GAP Penetration Goal	%	Achieved	✗
Cilajet Penetration Goal	%	Achieved	✓
PPM Penetration Goal	%	Achieved	✓
Total Products per deal Goal	0.0	0.0	✗

Activity Summary

Claims Activity

Emails



12

Phone Calls



1

Organization Name	Activity Name	Activity Type
Lumsautocenter	Re: FLAT CANCEL GAP FOR TRISTAN BAUNE - 3GTEK13339G143917	TASK
Lumsautocenter	Re: FLAT CANCEL GAP FOR TRISTAN BAUNE - 3GTEK13339G143917	EMAIL
Lumsautocenter	Re: KERI GRIFFITHS - 1FTFW1EF5BKE10151	TASK
Lumsautocenter	Re: KERI GRIFFITHS - 1FTFW1EF5BKE10151	EMAIL
Lumsautocenter	Re: Lums Buick/GMC claim payment help	TASK
Lumsautocenter	Re: Lums Buick/GMC	EMAIL
Lumsautocenter	Re: Lums Buick/Gmc ERIC HORNING FLAT CANCEL OF CILAJET	TASK
Lumsautocenter	Re: ERIC HORNING FLAT CANCEL OF CILAJET	EMAIL
Lumsautocenter	Fwd: Pending Loans	TASK
Lumsautocenter	Pending Loans	EMAIL
Lums Buick/GMC	Store visit	TASK

Sept Review 2022

Sept '22 Production

1. New VSC penetration increased to 46% from 41% in Aug!
2. Used VSC penetration at 58% vs 56% in Aug
3. **Combined** Gap Penetration at 44% - Consistent with Aug.
4. Protection Package (CilaJet) –Up sale 17% Aug. up-sale was at 15%- No reason this number should be 25-30%
5. CilaJet preload- Overall efficacy pre-load/up sale combined -87%-
6. New/Used Maintenance at 39% combined- Consistent with Aug.
7. Ancillary products only selling Express 5/Key replacement New/Used both at 10%- Team is getting better at these products and continue to improve.
8. Finance Reserve- penetration at 72% at avg of \$544 per unit new/used combined- increase in cash and lower flat payouts
9. PVR combined New/Used \$1,787 Down from Aug at \$1902- Overall Products per deal stayed steady at 1.9 per New/Used- This is a good Job 2.5 per is close !