

Sheppard Motors - Finance Summary 07/01/2023 - 07/31/2023

BE Gross Actual 208,322 Not Final Final 0 208,322 Gross Pace 208,322		PVR Product 1,350 Not Final Final 0 1,578 Actual 1,578		Product Penetration 177% Excludes finance reserve		Chargebacks 26,769 From GL chargeback acct.	
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All*	New	Used	Other	Fleet	Gross	PVR	Penetration %		\$ Per Product		Counts		IMPACT !		Set Product Groups		Finance Managers	Employees
Name	Deal Count	Reserve	Warranty	GAP	Paint	Wear & Tear	Windshield	Tire & Whl	Security	Key	Product	Product & Reserve						
Mark Roberts	19	292	1,118	142	167	38	45	0	298	0	1,808	2,099						
John Kapihe	33	351	854	75	235	14	30	0	311	10	1,528	1,878						
Jordan Rubenstein	63	194	780	104	85	11	64	87	263	2	1,396	1,590						
Tyler Pecheny	3	67	694	0	0	0	0	0	118	0	812	878						
ID: 9996	2	43	0	93	0	0	0	0	354	0	447	490						
ID: 9999	12	46	0	0	0	0	0	0	177	0	177	223						
Dept Total	132	229	763	90	123	14	44	41	270	3	1,350	1,578						

*All excludes Fleet and Wholesale