

MONTH OF: \_\_\_\_\_

<b>Finance Director</b>				
<b>NEW &amp; USED F&amp;I Department Analysis</b>	New		Used	
	Contracts #	Income (before Chargebacks & Adjustments)	Contracts #	Income (before Chargebacks & Adjustments)
Finance				
Insurance				
Accessories				
Divisional Ext. Warranties				
GM Prot. Plans				
Other Prot. Plans				
(less) Total F&I Chargeback/Adjustments				
(less) F&I Compensation				
<b>TOTAL NET F&amp;I, SVC CONTRACTS + AFTERMKT</b>				
Lines 87 through 92 minus 94 and 95				

**Secondary Finance Data**

<i>New &amp; Used Secondary Finance &amp; Gap</i>	New	Used		
<i>Secondary Finance Contracts #</i>				
<i>Secondary Finance Income \$</i>				
<i>Gap Insurance Contracts #</i>				
<i>Gap Insurance Income</i>				

MONTH OF: \_\_\_\_\_

**Internet Manager**

	NEW	USED
Internet Sales #		
Gross \$		
Email Leads		
Call Leads		
Appointments Made		
Appointments Shown		

\*If not tracking New/Used separately, write "NA" under Used

**Internet/Sales Managers**

<b>Advertising Expense</b>	<u>Dealer Website</u>	<u>GM Website</u>	<u>3<sup>rd</sup> Party Websites</u>	<u>Leads Generated</u>
	\$	\$	\$	#
Internet Software Expense (lead mgmt. software, call/monitor, CRM, etc.)	\$			

MONTH OF: \_\_\_\_\_

<b>Parts&amp;Service Director</b>			
<i>Customer Hours Billed</i>		<i>Service Technician Hours Available</i>	
<i>Warranty Labor Hours Billed</i>		<i>Number of Service Bays</i>	
<i>Internal Labor Hours Billed</i>		<i>Body Shop Technician Hours Available</i>	
<i>New Vehicle Inspection Labor Hours Billed</i>		<i>Number of Body Shop Bays</i>	
		<i>Body Shop Customer Paint &amp; Body Hours Billed</i>	
		<i>Body Shop Warranty Hours Billed</i>	
		<i>Body Shop Internal Hours Billed</i>	
	<b>Parts &amp; Accessories Dept.</b>	<b>Fill Rate</b>	<b>Lost Sales</b>
	<b>GM P&amp;A R.O. Mechanical</b>	<b>Month</b>	<b>Month</b>