

Drive Profits With Performance Tracking

POWER

U.S.

Sales and F&I

Ask Yourself...

- ❓ How much time do my F&I and Sales managers waste by keeping manual logs of deals and profits that rarely match?
- ❓ Are all my Salesmen, Sales Managers, and F&I Managers equally capable of selling products? How do my managers and I know who needs help?
- ❓ How much time is wasted by manually creating a heat sheet and manually tracking the collection notes every day?
- ❓ Am I losing profits because I am unable to effectively track deals in various stages to ensure all profit leaks are closed?

The average F&I department generates just under \$800 in profit per new car.¹ Do you know how your dealership compares?

Expect Results

- Save time by running reports in seconds instead of manually tracking deal grosses, sales motivation boards, and heat sheets.
- Compare salesmen, sales managers, and F&I managers on how much cash they get down on average, performance on over/under allowance on trades, and extended warranty and finance penetration, and easily determine who needs coaching on how to sell various products.
- Plug profit leaks by creating exception reports that list deals in various stages so you know what action to take.

¹ Benchmarking Study

² World of Work Survey

A Little Motivation Goes a Long Way



92% of sales representatives reported in a recent survey that sales incentives are the number one reason they achieve their challenging goals.² Increase your bottom line by challenging your sales team!

About Front End Management

A reporting system that provides totals from F&I, a scoring system to rank the performance of the sales force, and a statistical analysis of your F&I and sales departments.

Instant Front-End Report

Report Selection: Report **001 SALESMAN SUMMARY** Date Selection: From **01/01/11** To **01/31/11**

Compare your sales force effortlessly.

	COUNT	GROSS	AVG VEH	TRADE O/U	OPTIONS	CASH	NEW	USD	FIN
159-MALLOR	6.0	108,273	18,045	7,737-	196	166	5	1	5
501-ALESSI	7.0	27,907	3,986		166	357	1	6	5
502-MADDOX									
503-GRIFFI	1.0	1,613	1,613				1		1
548-BLOCCKE									
745-KOSELK									
902-LEGG									
OTHER									

Forecast how you want your sales team to perform.

Instant Front-End Report

Report Selection: Report **005 SALES BY SOURCE**

Shows where you are getting your sales.

	#SLS	GROSS	AVG	BACK	AVG	TOTAL	AVG
LOCAL ADV	4	56,095	14,023	1,703	425	57,799	14,449
NEWSPAPER	2	7,613	3,806	698	349	8,311	4,155
3RD PARTY							
TIER 2							
BDC PHONE							
REFFERAL	1	6,000	6,000	831	831	6,831	6,831
OUR WEBSIT	2	7,330	3,665	1,802	901	9,132	4,566
PREVIOUS							
OTHER	5	14,330	2,866	3,119	623	17,449	3,489

Highlights

- Customize reports to your specifications, so you have complete control over the way information is displayed.
- Provide information that is accurate and current to your salespeople.
- Review up-to-the-minute information on deals helping you to keep up with sales and F&I activities.
- Reports are available immediately with Front End Management Instant Online.
- Create exception reports which provide information on deals in various stages.

Running reports and getting the current information you need doesn't have to be time-consuming or difficult. Run the reports you need with the current data you need using the Front End Management application.

