



Service Advisor Summary - Week to Date

Hometown Motors : 5/31/2016 - 6/4/2016

Advisor	ROs		Tires		Flat Rate Hours Sold				Service Gross w/Discounts (\$)				Hrs/RO	ELR	Svc\$/RO	BG Spiff
	CIW	C	C	I	CIW	C	I	W	CIW	C	I	W	C	C	C	
Advisor 1	26	16	10	0	75.3	52.0	8.0	15.3	9,281	6,837	716	1,728	3.25	159.19	493.61	54.00
Advisor 2	104	50	1	0	141.1	82.8	30.4	27.8	10,033	5,322	2,293	2,419	1.66	92.58	148.10	19.00
Advisor 3	5	0	0	0	5.8	0.0	1.9	3.9	332	0	0	332	NA	NA	NA	0.00
Advisor 4	85	49	17	2	85.1	50.1	13.4	21.6	4,826	2,359	655	1,812	1.02	73.16	73.01	6.00
Advisor 5	1	0	0	0	0.4	0.0	0.0	0.4	32	0	0	32	NA	NA	NA	0.00
Advisor 6	9	0	0	16	43.2	0.0	43.2	0.0	2,956	0	2,956	0	NA	NA	NA	0.00
Advisor 7	1	1	0	0	15.5	13.5	2.0	0.0	1,151	1,151	0	0	13.50	109.24	1,474.78	0.00
Advisor 8	47	28	1	0	60.3	47.3	1.5	11.5	4,011	2,839	12	1,160	1.69	85.87	140.24	26.00
Advisor 9	74	39	0	0	66.2	34.9	1.7	29.6	4,180	1,679	19	2,481	0.89	73.73	61.42	8.00
Advisor 10	76	35	9	1	171.3	100.6	8.2	62.5	14,226	8,099	361	5,766	2.87	108.89	304.98	19.00
Advisor 11	2	0	0	0	2.5	0.0	1.0	1.5	204	0	88	116	NA	NA	NA	0.00
Summary	430	218	38	19	666.7	381.2	111.3	174.1	51,232	28,286	7,100	15,846	1.75	101.45	171.34	132.00
Franchise 1	90	36	9	5	205.3	114.1	16.2	75.0	16,980	9,250	794	6,936	3.17	108.93	337.48	19.00
Franchise 2	98	53	17	6	102.6	52.5	28.5	21.6	5,842	2,442	1,588	1,812	0.99	72.65	70.21	6.00
Franchise 3	129	68	1	4	150.8	82.5	25.4	42.9	9,902	4,525	1,587	3,790	1.21	80.60	93.19	34.00
Franchise 4	27	15	10	0	82.7	51.5	17.0	14.2	10,149	6,793	1,727	1,630	3.43	159.61	522.68	54.00
Franchise 5	86	46	1	4	125.3	80.6	24.2	20.4	8,359	5,276	1,404	1,679	1.75	93.79	158.78	19.00



Service Advisor Summary - Month to Date

Hometown Motors : 6/1/2016 - 6/4/2016

<u>Advisor</u>	<u>ROs</u>		<u>Tires</u>		<u>Flat Rate Hours Sold</u>				<u>Service Gross w/Discounts (\$)</u>				<u>Hrs/RO</u>	<u>ELR</u>	<u>Svc\$/RO</u>	<u>BG Spiff</u>
	<u>CIW</u>	<u>C</u>	<u>C</u>	<u>I</u>	<u>CIW</u>	<u>C</u>	<u>I</u>	<u>W</u>	<u>CIW</u>	<u>C</u>	<u>I</u>	<u>W</u>	<u>C</u>	<u>C</u>	<u>C</u>	
Advisor 1	23	14	10	0	71.8	50.0	8.0	13.8	8,865	6,569	716	1,580	3.57	160.20	545.01	54.00
Advisor 2	64	44	1	0	102.9	79.5	19.8	3.6	6,866	5,078	1,450	338	1.81	92.27	160.80	19.00
Advisor 3	1	0	0	0	0.9	0.0	0.9	0.0	0	0	0	0	NA	NA	NA	0.00
Advisor 4	66	39	17	2	63.0	37.0	9.6	16.4	3,410	1,542	488	1,379	0.95	68.03	62.99	3.00
Advisor 5	8	0	0	16	41.2	0.0	41.2	0.0	2,808	0	2,808	0	NA	NA	NA	0.00
Advisor 6	1	1	0	0	15.5	13.5	2.0	0.0	1,151	1,151	0	0	13.50	109.24	1,474.78	0.00
Advisor 7	32	21	1	0	37.8	31.6	1.5	4.7	2,077	1,681	12	384	1.50	79.57	113.31	12.00
Advisor 8	60	32	0	0	40.3	27.0	1.7	11.6	2,172	1,139	19	1,013	0.84	68.99	52.65	8.00
Advisor 9	48	31	9	1	130.5	97.6	5.7	27.2	10,550	7,899	155	2,496	3.15	109.29	335.31	19.00
Summary	303	182	38	19	503.9	336.2	90.4	77.3	37,898	25,059	5,647	7,191	1.85	102.27	181.85	115.00
Franchise 1	55	32	9	5	153.0	111.1	11.1	30.8	12,275	9,050	390	2,834	3.47	109.28	370.92	19.00
Franchise 2	79	43	17	6	80.5	39.4	24.7	16.4	4,426	1,626	1,421	1,379	0.92	67.66	60.47	3.00
Franchise 3	98	54	1	4	100.6	58.9	25.4	16.3	5,811	2,827	1,587	1,398	1.09	74.57	75.54	20.00
Franchise 4	24	13	10	0	77.3	49.5	14.0	13.8	9,499	6,525	1,394	1,580	3.81	160.66	582.51	54.00
Franchise 5	47	40	1	4	92.5	77.3	15.2	0.0	5,887	5,031	855	0	1.93	93.52	174.35	19.00