

# SmartInsight – F&I Analysis MTD by Sales Manager

Report Stats		Report Filter	
User:	Matt Nowicki	Store:	ABC HONDA
Generated:	09/26/05 07:26:47 PDT	Deal Date:	Between 09/01/2005 and 09/26/2005
		Deal Status:	Closed, Final, Spot Delivered
		Deal Category:	RETAIL

## Deal: Count

Finance Location	CORBIN	JAGOE	HENDRIX	QUIJANO	NIELSEN	SMITH	JONES	OTHER	Total
CASH		<u>1</u>	<u>1</u>					<u>14</u>	<u>16</u>
FINANCED	<u>1</u>	<u>20</u>	<u>1</u>	<u>10</u>	<u>1</u>	<u>1</u>	<u>1</u>	<u>120</u>	<u>155</u>
<b>Total</b>	<b>1</b>	<b>21</b>	<b>2</b>	<b>10</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>134</b>	<b>171</b>

## Product Profit: Count

Product Name	CORBIN	JAGOE	HENDRIX	QUIJANO	NIELSEN	SMITH	JONES	OTHER	Total
A - Auto Financing	<u>1</u>	<u>20</u>	<u>1</u>	<u>10</u>	<u>1</u>	<u>1</u>	<u>1</u>	<u>121</u>	<u>156</u>
C - Extended Warranty	<u>1</u>	<u>12</u>	<u>1</u>	<u>6</u>				<u>58</u>	<u>78</u>
E - Etch		<u>1</u>						<u>3</u>	<u>4</u>
F - Gap		<u>13</u>	<u>1</u>	<u>7</u>	<u>1</u>	<u>1</u>	<u>1</u>	<u>72</u>	<u>96</u>
O - Fabric		<u>3</u>						<u>11</u>	<u>14</u>
O - Other	<u>1</u>		<u>1</u>					<u>5</u>	<u>7</u>
O - Paint		<u>4</u>		<u>1</u>				<u>23</u>	<u>28</u>
O - Rust		<u>8</u>						<u>20</u>	<u>28</u>
<b>Total</b>	<b>3</b>	<b>61</b>	<b>4</b>	<b>24</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>313</b>	<b>411</b>

## Product Profit: % of Count

Product Name	CORBIN	JAGOE	HENDRIX	QUIJANO	NIELSEN	SMITH	JONES	OTHER	Total
A - Auto Financing	<u>100%</u>	<u>95%</u>	<u>50%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>90%</u>	<u>91%</u>
C - Extended Warranty	<u>100%</u>	<u>57%</u>	<u>50%</u>	<u>60%</u>				<u>43%</u>	<u>46%</u>
E - Etch		<u>5%</u>						<u>2%</u>	<u>2%</u>
F - Gap		<u>62%</u>	<u>50%</u>	<u>70%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>54%</u>	<u>56%</u>
O - Fabric		<u>14%</u>						<u>8%</u>	<u>8%</u>
O - Other	<u>100%</u>		<u>50%</u>					<u>4%</u>	<u>4%</u>
O - Paint		<u>19%</u>		<u>10%</u>				<u>17%</u>	<u>16%</u>
O - Rust		<u>38%</u>						<u>15%</u>	<u>16%</u>
<b>Total</b>	<b>300%</b>	<b>290%</b>	<b>200%</b>	<b>240%</b>	<b>200%</b>	<b>200%</b>	<b>200%</b>	<b>234%</b>	<b>240%</b>

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## Product Profit: Sum

Product Name	CORBIN	JAGOE	HENDRIX	QUIJANO	NIELSEN	SMITH	JONES	OTHER	Total
A - Auto Financing	2,095	11,761	0	457	1,618	0	968	67,925	84,823
C - Extended Warranty	1,024	14,180	924	5,567				59,462	81,157
E - Etch		349						1,369	1,718
F - Gap		5,525	325	2,605	414	425	425	27,290	37,009
O - Fabric		1,042						2,988	4,030
O - Other	399		689					7,880	8,968
O - Paint		1,391		150				9,177	10,718
O - Rust		1,157						3,165	4,322
<b>Total</b>	<b>3,518</b>	<b>35,405</b>	<b>1,938</b>	<b>8,779</b>	<b>2,032</b>	<b>425</b>	<b>1,393</b>	<b>179,256</b>	<b>232,746</b>

## Product Profit: Avg

Product Name	CORBIN	JAGOE	HENDRIX	QUIJANO	NIELSEN	SMITH	JONES	OTHER	Average
A - Auto Financing	2,095	588	0	46	1,618	0	968	561	544
C - Extended Warranty	1,024	1,182	924	928				1,025	1,040
E - Etch		349						456	430
F - Gap		425	325	372	414	425	425	379	386
O - Fabric		347						272	288
O - Other	399		689					1,576	1,281
O - Paint		348		150				399	383
O - Rust		145						158	154
<b>Average</b>	<b>1,173</b>	<b>580</b>	<b>485</b>	<b>366</b>	<b>1,016</b>	<b>213</b>	<b>696</b>	<b>573</b>	<b>566</b>