

BUSINESS OFFICE MONTH END SUMMARY REPORT

MONTH: _____

TURNOVERS: NEW: _____ USED: _____ TOTAL: _____

TOTAL GROSS: NEW: _____ USED: _____ TOTAL: _____

\$ / VEHICLE: NEW: _____ USED: _____ COMB: _____

PENETRATION:

FINANCE: _____ ESP: _____ INS: _____ CHEM: _____

OTHER:

BUSINESS OFFICE 'LOST OPPORTUNITY' REPORT

MONTH: _____

RETAIL DELIVERIES: NEW: _____ USED: _____ TOTAL: _____

TURNOVERS: NEW: _____ USED: _____ TOTAL: _____

NO TURNOVERS: NEW: _____ USED: _____ TOTAL: _____

NO TURNOVERS _____ X AVG \$ / VEHICLE _____

= LOST GROSS PROFIT \$ - (_____)