



MONTH END SALESPERSON PERFORMANCE
APPRAISAL

Salesperson Name

Dealership

New	Used	Both
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MONTH

?/5

Dept minimum

1. Total profit v target	£.....	£
2. Total appraisals v target	No/.....	No/.
3. T/O's v appraisals	.....	90%
4. Demo %	.....	90%
5. Finance penetration	.....	60%
6. Chassis Profit Gross	.....	1150
7. Warranty Sales %	.....	25%
8. Gap sales %	.....	25%
9. PPP Sales %	.....	20%
10. Easy Guard %	.....	10%
11. Pro-active prospecting (Shows)	.....	10/week
12. Diary & Follow ups	.....
13. Timekeeping & attendance	.....
14. Departmental input (attitude)	.....
15. Any Customer complaints arising from Salesperson neglect		

Comments:-

Actions for next month:-

Signed – Salesperson Signed – Controller