



CONTROL/BUSINESS MANAGER APPRAISAL

Name

Dealership

New	Used	Both
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COVERED QUARTER ENDING

Dept minimum

1. Total profit v target	£.....	£
2. Total retail units/Target	No/	No/.
3. Trade Profit/Target	.....
4. Finance Penetration	.....	45%
5. Chassis Profit Gross	.....	1150
6. Warranty Sales %	.....	25%
7. Gap Sales %	.....	25%
8. PPP sales %	.....	25%
9. Easy Guard %	.....	10%
10. Correct use of O.T.D.B sheets	.....
11. Prompt Diary reconciliation	.....
12. Ongoing coaching with execs	.....
13. Team building skills	.....
14. Motivation Skills	.....
15. Hi-Liting problem areas + sorting	.....
16. Decision making skills	.....
17. Time keeping and attendance	.....
18. Attitude	.....

Comments:- including Any training requirements and Actions for next quarter:-

Signed-Controller.....

Signed-Manager.....