

All Sales Team Performance Report - May 2011

dealer: XXXXXXXXXXXX, based on accounting date

New																			
salesperson	units	a ref	fin pen	tot ref	pcp pen	cpi pen	warr pen	gap pen	tyre pen	glasscoat pen	sc pen	smart protect pen	net comm	other comm	vb	total income	ppu	sp comm	max add ins
Amy Walker	3	100%	100%	100%	67%	0%	0%	100%	100%	100%	0%	100%	3500.69	0.00	1039.37	4540.06	1513	616.84	n/a
Ben Lacey	4	50%	100%	50%	25%	0%	0%	50%	50%	75%	0%	50%	2962.15	0.00	1197.87	4160.02	1040	406.20	n/a
James Sidner	1	100%	100%	100%	100%	0%	0%	100%	100%	100%	0%	100%	1025.18	0.00	0.00	1025.18	1025	0.00	n/a
Paul Adams	2	100%	100%	100%	100%	0%	0%	100%	50%	50%	0%	50%	1773.18	0.00	0.00	1773.18	887	185.00	n/a
David Lewis	4	75%	100%	50%	25%	0%	0%	50%	25%	75%	0%	50%	3447.80	0.00	0.00	3447.80	862	392.61	n/a
John Holloway	2	100%	100%	50%	50%	0%	0%	50%	0%	50%	0%	50%	1146.01	0.00	0.00	1146.01	573	105.00	n/a
Jim Hardy	1	0%	100%	0%	0%	0%	0%	0%	100%	0%	0%	0%	107.50	0.00	0.00	107.50	108	15.00	n/a
Barry Newmans	0	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	1584.49	0.00	0.00	1584.49	0	0.00	n/a
Gary Bond	1	100%	100%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0.00	0.00	0.00	0.00	0	0.00	n/a
Used																			
salesperson	units	a ref	fin pen	tot ref	pcp pen	cpi pen	warr pen	gap pen	tyre pen	glasscoat pen	sc pen	smart protect pen	net comm	other comm	vb	total income	ppu	sp comm	max add ins
Amy Walker	2	100%	150%	100%	50%	0%	0%	50%	50%	50%	0%	50%	2803.32	0.00	0.00	2803.32	1402	241.57	n/a
Mark Tyne	5	80%	120%	80%	40%	0%	0%	60%	60%	60%	0%	40%	3617.75	0.00	2547.75	6165.50	1233	605.95	n/a
Andy Muchton	2	50%	100%	50%	50%	0%	0%	50%	50%	50%	0%	50%	1707.62	0.00	572.19	2279.81	1140	225.39	n/a
Paul Adams	3	67%	100%	33%	33%	0%	0%	33%	33%	33%	0%	33%	1927.82	0.00	1472.97	3400.79	1134	210.95	n/a
Daniel Averson	5	40%	100%	40%	20%	0%	0%	80%	60%	80%	0%	100%	4142.87	0.00	1139.20	5282.07	1056	759.68	n/a
David Lewis	4	50%	100%	75%	25%	0%	0%	75%	50%	75%	0%	100%	3354.03	0.00	0.00	3354.03	839	508.15	n/a
John Holloway	7	86%	114%	71%	0%	0%	0%	29%	43%	57%	0%	43%	3636.46	0.00	324.63	3961.09	566	390.94	n/a
Jim Hardy	7	43%	100%	43%	0%	0%	0%	0%	14%	14%	0%	0%	2158.45	0.00	0.00	2158.45	308	78.82	n/a
Ben Lacey	2	100%	100%	0%	0%	0%	0%	50%	0%	50%	0%	0%	454.00	0.00	0.00	454.00	227	90.00	n/a
Barry Newmans	0	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	322.36	0.00	0.00	322.36	0	0.00	n/a
Gary Bond	2	50%	100%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0.00	0.00	0.00	0.00	0	0.00	n/a
Total																			

All Sales Team Performance Report - May 2011

salesperson	units	a ref	fin pen	tot ref	pcp pen	cpi pen	warr pen	gap pen	tyre pen	glasscoat pen	sc pen	smart protect pen	net comm	other comm	vb	total income	ppu	sp comm	max add ins
Amy Walker	5	100%	120%	100%	60%	0%	0%	80%	80%	80%	0%	80%	6304.01	0.00	1039.37	7343.38	1469	858.41	858.45
Mark Tyne	5	80%	120%	80%	40%	0%	0%	60%	60%	60%	0%	40%	3617.75	0.00	2547.75	6165.50	1233	605.95	695.95
Andy Muchton	2	50%	100%	50%	50%	0%	0%	50%	50%	50%	0%	50%	1707.62	0.00	572.19	2279.81	1140	225.39	225.39
Daniel Averson	5	40%	100%	40%	20%	0%	0%	80%	60%	80%	0%	100%	4142.87	0.00	1139.20	5282.07	1056	759.68	759.68
Paul Adams	5	80%	100%	60%	60%	0%	0%	60%	40%	40%	0%	40%	3701.00	0.00	1472.97	5173.97	1035	395.95	610.95
James Sidner	1	100%	100%	100%	100%	0%	0%	100%	100%	100%	0%	100%	1025.18	0.00	0.00	1025.18	1025	0.00	0.00
David Lewis	8	62%	100%	62%	25%	0%	0%	62%	38%	75%	0%	75%	6801.83	0.00	0.00	6801.83	850	900.76	1015.76
Ben Lacey	6	67%	100%	33%	17%	0%	0%	50%	33%	67%	0%	33%	3416.15	0.00	1197.87	4614.02	769	496.20	676.19
John Holloway	9	89%	111%	67%	11%	0%	0%	33%	33%	56%	0%	44%	4782.47	0.00	324.63	5107.10	567	495.94	945.93
Jim Hardy	8	38%	100%	38%	0%	0%	0%	0%	25%	12%	0%	0%	2265.95	0.00	0.00	2265.95	283	93.82	743.82
Barry Newmans	0	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	1906.85	0.00	0.00	1906.85	0	0.00	0.00
Gary Bond	3	67%	100%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0.00	0.00	0.00	0.00	0	0.00	255.00

All Sales Team Performance Report - May 2011

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Katie Allsop	1	300%	300%	200%	200%	0%	0%	100%	100%	100%	0%	0%	3500.85	0.00	0.00	3500.85	3501	0.00	n/a
Amy Walker	7	100%	100%	100%	71%	0%	0%	86%	86%	100%	0%	86%	10457.60	0.00	3367.92	13825.50	1975	1449.61	n/a
Andrew Capers	9	100%	111%	78%	56%	0%	0%	89%	67%	78%	0%	89%	9089.89	0.00	6261.50	1531.40	1706	1430.23	n/a
Paul Adams	6	100%	100%	100%	100%	0%	0%	100%	67%	83%	0%	83%	7646.56	0.00	2404.15	10050.70	1675	1053.26	n/a
David Lewis	15	93%	113%	53%	40%	0%	0%	73%	47%	73%	0%	47%	13714.90	0.00	7486.18	21201.10	1413	1962.29	n/a
James Sidner	1	100%	100%	100%	100%	0%	0%	100%	100%	100%	0%	100%	1025.18	0.00	0.00	1025.18	1025	0.00	n/a
Ben Lacey	18	89%	100%	50%	33%	0%	0%	33%	28%	78%	0%	61%	13782.40	0.00	4164.47	17946.00	997	1682.67	n/a
Andy Muchton	9	67%	111%	56%	33%	0%	0%	67%	56%	78%	0%	78%	7295.26	0.00	1183.10	8478.36	942	1098.84	n/a
Lee Oliver	1	100%	100%	0%	0%	0%	0%	100%	100%	100%	0%	100%	824.53	0.00	0.00	824.53	825	170.00	n/a
Gary Bond	11	64%	100%	45%	36%	0%	0%	18%	36%	45%	0%	9%	5931.10	0.00	1771.75	7702.85	700	494.54	n/a
John Holloway	2	100%	100%	50%	50%	0%	0%	50%	0%	50%	0%	50%	1146.01	0.00	0.00	1146.01	573	105.00	n/a
Tom Abbot	1	100%	100%	0%	0%	0%	0%	0%	0%	100%	0%	0%	257.20	0.00	0.00	257.20	257	50.00	n/a
Jim Hardy	1	0%	100%	0%	0%	0%	0%	0%	100%	0%	0%	0%	107.50	0.00	0.00	107.50	108	15.00	n/a
Mark Tyne	1	100%	100%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0.00	0.00	0.00	0.00	0	0.00	n/a
Barry Newmans	0	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	3288.86	0.00	0.00	3288.86	0	0.00	n/a
Used																			
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Barry Newmans	1	400%	400%	400%	200%	0%	0%	0%	100%	0%	0%	0%	1050.86	0.00	2471.20	3522.06	3522	0.00	n/a
James Sidner	8	88%	100%	62%	50%	0%	0%	50%	25%	38%	0%	38%	5382.63	0.00	5310.30	10692.90	1337	0.00	n/a
Amy Walker	19	63%	105%	63%	47%	0%	0%	47%	47%	68%	0%	68%	17157.60	0.00	6322.61	23480.20	1236	2438.65	n/a
Mark Tyne	12	67%	108%	67%	42%	0%	0%	58%	67%	67%	0%	67%	9442.34	0.00	4762.75	14205.10	1184	1467.40	n/a
Tom Abbot	2	100%	100%	50%	0%	0%	0%	50%	50%	50%	0%	50%	1630.17	0.00	645.75	2275.92	1138	155.94	n/a
Steven Shanklyn	2	50%	150%	50%	50%	0%	0%	100%	100%	100%	0%	100%	2081.33	0.00	0.00	2081.33	1041	324.10	n/a

All Sales Team Performance Report - May 2011

James Lemon	11	55%	91%	55%	27%	0%	0%	64%	64%	64%	0%	64%	7006.26	0.00	3211.20	10217.50	929	1421.47	n/a
Paul Adams	19	63%	105%	47%	26%	0%	0%	32%	37%	42%	0%	21%	10405.90	0.00	6096.86	16502.80	869	1274.12	n/a
Tony Simkins	1	100%	100%	100%	0%	0%	0%	100%	100%	100%	0%	100%	851.45	0.00	0.00	851.45	851	176.73	n/a
Daniel Averson	8	50%	100%	25%	12%	0%	0%	62%	50%	62%	0%	75%	4918.03	0.00	1139.20	6057.23	757	829.68	n/a
Ben Lacey	27	78%	100%	33%	30%	0%	0%	52%	30%	63%	0%	44%	12738.20	0.00	6031.70	18769.90	695	2094.65	n/a
Andy Muchton	21	57%	105%	33%	14%	0%	0%	33%	33%	57%	0%	43%	10443.90	0.00	4054.61	14498.50	690	1591.97	n/a
Andrew Capers	15	73%	100%	60%	53%	0%	0%	27%	40%	47%	0%	40%	7835.51	0.00	2087.51	9923.02	662	1134.72	n/a
David Lewis	15	73%	100%	33%	13%	0%	0%	47%	33%	40%	0%	47%	7835.51	0.00	1514.45	9388.06	626	1045.29	n/a
Jim Hardy	17	71%	100%	47%	18%	0%	0%	29%	24%	41%	0%	18%	7157.67	0.00	1984.35	9142.02	538	779.07	n/a
John Holloway	8	88%	112%	62%	0%	0%	0%	25%	38%	62%	0%	38%	3776.96	0.00	324.63	4101.59	513	440.94	n/a
Gary Bond	13	38%	100%	31%	15%	0%	0%	23%	15%	31%	0%	15%	2727.66	0.00	1600.30	4327.96	333	351.04	n/a
Katie Allsop	0	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	2103.20	0.00	0.00	2103.20	0	0.00	n/a
Total																			
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Barry Newmans	1	700%	700%	700%	400%	0%	0%	0%	100%	0%	0%	0%	4339.72	0.00	2471.20	6810.92	6811	0.00	0.00
Katie Allsop	1	800%	800%	700%	400%	0%	0%	100%	100%	100%	0%	0%	5604.05	0.00	0.00	5604.05	5604	0.00	0.00
Amy Walker	26	73%	104%	73%	54%	0%	0%	58%	58%	77%	0%	69%	27615.20	0.00	9690.53	37305.70	1435	3888.26	3978.32
James Sidner	9	89%	100%	67%	56%	0%	0%	56%	33%	44%	0%	44%	6407.81	0.00	5310.30	11718.10	1302	0.00	0.00
Mark Tyne	13	69%	108%	62%	38%	0%	0%	54%	62%	62%	0%	38%	9442.34	0.00	4762.75	14205.10	1093	1467.40	1737.41
Paul Adams	25	72%	104%	60%	44%	0%	0%	48%	44%	52%	0%	36%	18052.50	0.00	8501.01	26553.50	1062	2327.38	3262.39
Andrew Capers	24	83%	104%	67%	54%	0%	0%	50%	50%	58%	0%	58%	16925.40	0.00	8349.01	25274.40	1053	2564.95	3125.03
Steven Shanklyn	2	50%	150%	50%	50%	0%	0%	100%	100%	100%	0%	50%	2081.33	0.00	0.00	2081.33	1041	324.10	444.10
David Lewis	30	83%	107%	43%	27%	0%	0%	60%	40%	57%	0%	47%	21588.50	0.00	9000.63	30589.20	1020	3007.58	3847.64
Lee Oliver	12	58%	92%	50%	25%	0%	0%	67%	67%	67%	0%	67%	7830.79	0.00	3211.20	11042.00	920	1591.47	1676.48
Tony Simkins	1	100%	100%	100%	0%	0%	0%	100%	100%	100%	0%	100%	851.45	0.00	0.00	851.45	851	176.73	176.73
Tom Abbot	3	100%	100%	33%	0%	0%	0%	33%	33%	67%	0%	33%	1887.37	0.00	645.75	2533.12	844	205.94	340.94
Ben Lacey	45	82%	100%	40%	31%	0%	0%	44%	29%	69%	0%	51%	26520.60	0.00	10196.20	36716.80	816	3777.32	5347.31
Andy Muchton	30	60%	107%	40%	20%	0%	0%	43%	40%	63%	0%	53%	17739.10	0.00	5237.71	22976.80	766	2690.81	3475.81

All Sales Team Performance Report - May 2011

Alan Jones	8	50%	100%	25%	12%	0%	0%	62%	50%	62%	0%	75%	4918.03	0.00	1139.20	6057.23	757	829.68	1014.68
John Holloway	10	90%	110%	60%	10%	0%	0%	30%	30%	60%	0%	40%	4922.97	0.00	324.63	5247.60	525	545.94	1055.93
Jim Hardy	18	67%	100%	44%	17%	0%	0%	28%	28%	39%	0%	17%	7265.17	0.00	1984.35	9249.52	514	794.07	1849.06
Gary Bond	24	50%	100%	38%	25%	0%	0%	21%	25%	38%	0%	12%	8658.76	0.00	3372.05	12030.80	501	845.58	2390.60