



3 WAYS TO **TURBO-CHARGE** Your Dealer Management System



1. Customized Reports for the:

- Dealer
- General Manager
- Sales Manager
- F&I Manager
- Controller
- Service Manager
- Parts Manager

Including: Sales Manager Tool, Expense Reporting Tool, State Sales Tax Tool, Executive DOC, Tech Reports...

2. In-dealership Computer Training

- ERA Optimization
- ERA Accounting & Payroll
- ERA Sales Application
- ERA Executive Overview
- ERA Service Applications
- ERA Parts Applications
- ERA Query Builder & Report Generator
- Advanced Reporting

3. Personalized Service Reminders

- Exceptional quality at an affordable price
- Flexible to meet your needs:
 - personalize your message based on each customer's driving habits
 - pinpoint your target market (we are experts at data mining)
 - stand out from the crowd with a customized format for a more personal touch
- Increase your revenues with profitable maintenance traffic using personalized color postcards & letters that grab the reader's attention



1on1 SALES MANAGER TOOL

INTEGRATES WITH YOUR R&R SYSTEM

[Date](#) [Sales Overview](#) [Sales Person](#) [Sales Mgr](#) [F-I Mgr](#) [New Veh Sls](#) [Used Veh Sls](#) [Other Rpts](#) [Letters](#) [Trend](#) [Acctg vs Sales](#) [Payroll](#) [Specs](#)

Bullwinkle Moose Motors & Rocky J Squirrel Motors

[New Veh Sold by Make, Model, Color](#)
[New Veh Sold by Make, Model, Days in Stk](#)
[New Veh Sold by Make, Model, Veh Gross](#)
[New Veh Sold by Days in Stock](#)
[New Veh Sold \(with Incentive Money\)](#)
[Dealer Cash-Back Rpt \(by Make, Mdl, Mdl#, VIN\)](#)
[Dealer Cash-Back Rpt \(by Make, Mdl, Date, Stk#\)](#)
[Dealer Cash-Back Rpt \(by Date, Stk#, Make, Mdl\)](#)
[New Veh Sold \(export all fields\)](#)
[Sort-Your-Own Report](#)

INTEGRATES DATA FROM R+R ... NO MANUAL ENTRY
CONSOLIDATE DATA FROM MULTIPLE STORES!
EASY TO USE POINT & CLICK
OVER 70 REPORTS AVAILABLE

One-on-One Consulting
 800-847-3111
 www.1on1co.com

02/01/2008 to 02/06/2008: [Change dates?](#) [Instructions](#) [Exit](#)

Deal dates from 11/01/2008 to 11/24/2008 **Vehicle Sales Overview** Printed on 11/24/2008 @ 16:24:35 Page 1 of 1

	# Sold	Veh Gross	Average	Total F+I	Average	Total Gross	Average
Bullwinkle Moose Motors							
New Veh Sold / New Car	13	23,853	1,834	10,073	774	33,926	2,609
New Veh Sold / New Truck	9	27,504	3,056	14,986	1,665	42,491	4,721
Bullwinkle Moose Motors / New Veh Sold	22	51,357	2,334	25,060	1,139	76,417	3,473
Used Veh Sold / Used Car	9	22,314	2,231	13,832	1,383	36,147	3,614
Used Veh Sold / Used Truck	4	4,960	1,240	1,269	317	6,230	1,557
Bullwinkle Moose Motors / Used Veh Sold	13	27,274	1,840	15,101	1,478	42,377	3,200
Total: Bullwinkle Moose Motors							

Deal dates from: 07/01/2008 to 11/24/2008 **UV Sold by Cost Category (\$5000 increments)** Printed on 11/24/2008 @ 16:48:20 Page 1 of 2

	VehCost	Avg Age	Veh Gross	Tot F+I	Tot Gross	R O I
Bullwinkle Moose Motors						
Vehicles Sold that Cost Between: \$00,000-\$05,000						
Totals for: \$00,000-\$05,000	2 Vehicles Sold	7,982	2,815	264	3,080	35.2%
Averages per Vehicle Sold		3,991	1,407	132	1,540	
Vehicles Sold that Cost Between: \$05,000-\$10,000						
Totals for: \$05,000-\$10,000	9 Vehicles Sold	68,019	24,605	5,955	30,560	36.1%
Averages per Vehicle Sold		7,557	2,733	661	3,395	
Vehicles Sold that Cost Between: \$10,000-\$15,000						
Totals for: \$10,000-\$15,000	10 Vehicles Sold	129,848	26,012	11,294	37,306	20.0%
Averages per Vehicle Sold						

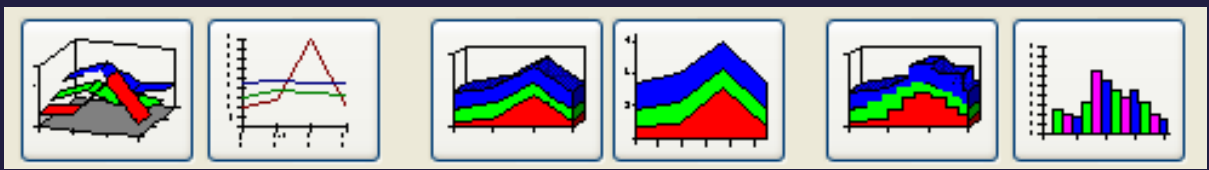
Deal dates from 11/01/2008 to 11/24/2008 **Sales Person Rank by Units Sold** Printed on 11/24/2008 @ 17:42:19

	# Sold	Tot GrsPlybl	Avg GrsPlybl
Joe Salesman #99	26.0	40,084	1,541
Cathy Clozum #101	13.0	21,041	1,618
Christopher Reddenbacher #103	8.5	22,277	2,620
Wholesale #999	1.0	-703	-703
J'sparky' White #105	0.5	794	1,588
Grand Totals:	49.0	83,494	1,703

QUICKLY PRODUCES VITAL REPORTS

- 1 Page Snapshot (vehicle sales overview)
- Daily Deal Log
- Sales person sales & ranking
- Sales person commissions
- Sales motivator report (F&I products sold)
- Desk manager performance
- F&I manager reports
- Funding analysis (who is buying your deals)
- Trending Reports
- Used vehicles sold by cost category
- Trade-in analysis
- Letters and labels
- Desk manager performance
- Accounting vs. Sales GP comparison

QUICKLY GRAPHS TRENDS



Deal dates from 07/01/2008 to 11/24/2008 **F&I Log (by FI Mgr, Dirship, NewUsed)** Printed on 11/24/2008 @ 17:42:19 Page 1 of 2

	Spread	Term	Amnt Fin	FinRes	Life	A+H	Gap	SvcCon	Maint	AM 01	AM 02	AM 03	AM 04	Tot F+I
Fran Finance														
Fran Finance / Bullwinkle Moose	32		545,675	12,638	400	599	1,721	7,594	3,493	1,648	404	1,124	1,839	32,661
Average per Vehicle Sold	1.6	45	18,535	392	12	18	52	230	105	49	12	34	55	989
# Sold				24	2	2	4	8	8	7	3	7	16	
% Penetration				75.0%	8.6%	8.6%	16.6%	24.2%	24.2%	21.8%	9.3%	21.8%	50.0%	
Fran Finance / Rocky J Squirrel	15		279,561	10,854	0	0	1,115	2,942	534	2,350	0	613	3,313	21,919
Average per Vehicle Sold	0.6	45	18,637	723	0	0	74	196	35	156	0	40	220	1,461
# Sold				8	0	0	3	4	3	4	0	3	8	
% Penetration				53.3%	0.0%	0.0%	37.5%	26.6%	20.0%	26.6%	0.0%	20.0%	53.3%	
Totals Fran Finance	47		825,236	23,493	400	599	2,836	10,536	4,027	3,999	404	1,737	5,153	54,581
Average per Vehicle Sold	1.3	45	17,192	499	8	12	59	219	83	83	8	36	107	1,137
# Sold				32	2	2	7	12	11	11	3	10	24	
% Penetration				68.0%	6.8%	6.8%	21.8%	25.0%	22.9%	23.4%	6.3%	21.2%	51.0%	
Max Reserve														
Max Reserve / Bullwinkle Moose	20		301,876	15,189	0	0	2,352	4,265	600	584	60	743	1,127	24,980
Average per Vehicle Sold	1.7	55	15,093	759	0	0	117	213	30	29	3	37	56	1,249
# Sold				15	0	0	6	6	3	2	1	5	3	
% Penetration				75.0%	0.0%	0.0%	40.0%	31.5%	15.7%	10.0%	5.0%	25.0%	15.0%	



One-on-One Consulting
 800-847-3111
 www.1on1co.com