

# "ONLY THE BEST" RECORD

Dealer Name **Murphy Chevrolet** Location **Leonard** Planning Potential **100**  
 Service Manager **Howard J. Trusty** Home Address **Leonard, Texas** Years of Service **10**

	OWNER RELATIONS					CUSTOMER LABOR SALES				PARTS ON REPAIR ORDER				COUNCIL MEETING (Recommended)			MONTHLY SERVICE MEETING		TOTAL ACCUMULATIVE POINTS YTD
	Com-plaints	Sales	% Compl. to Sales	Deductive Points		Sales	Obj.	% Attainment	Points	Sales	Obj.	% Attainment	Points	Mem-ber	Sub-stitute	Points (Max. 30)	Attendance	Points	
				Over 20 Days	Re-opened														
January			XXX					XXX	XXX			XXX	XXX	x		30		10	XXX
February			XXX					XXX	XXX			XXX	XXX					10	XXX
March			XXX					XXX	XXX			XXX	XXX					10	XXX
First Quarter	-	62	-			75	4,927	4,717	100	50	6,469	4,753	100	50		30		30	235
April			XXX					XXX	XXX			XXX	XXX	/		30		10	XXX
May			XXX					XXX	XXX			XXX	XXX					10	XXX
June			XXX					XXX	XXX			XXX	XXX	✓		30		10	XXX
Second Quarter	-		-			75	3,299	4,351	100	50	5,507	4,482	100	50		60		30	265
July			XXX				1,358	XXX	XXX			1,981	XXX	XXX					XXX
August			XXX				1,544	XXX	XXX			1,504	XXX	XXX					XXX
September			XXX				1,276	XXX	XXX			966	XXX	XXX					XXX
Third Quarter							4,178					4,451							
October			XXX					XXX	XXX				XXX	XXX					XXX
November			XXX					XXX	XXX				XXX	XXX					XXX
December			XXX					XXX	XXX				XXX	XXX					XXX
Fourth Quarter																			
Year																			

REMARKS