

# Advisor CP Sales Report

Here's a report that every Service Manager can appreciate! With the Advisor CP Sales (ACPS) report, you can now track the services and parts your advisors are selling every day. It's easy to run and each report view is formatted to fit on one sheet of paper.

## Makes a Great Coaching Tool!

Don't wait until the end of the month to figure out what each advisor sold. With the ACPS report, you can coach your advisors every day on those operations they need to focus on.

## Easily Analyze Results

You can review the details of each job including labour sale, cost, gross profit and effective labour rate. Want to find all the jobs where the gross profit was less than 30%? It's easy with the ACPS report!

## Track Technician Sales & Tire Sales Too!

The ACPS report also tracks operation sales by technician. It's an **easy way to track and promote spiffs!** The program can be customized to identify and recap tire sales by advisor. Up to 100 operation codes and 20 part groups can be listed.

## Simplifies Performance Group Reporting

Most performance groups and manufacturers ask service managers to prepare monthly reports of services sold, hours per RO and labour sales by advisor. The ACPS gives you this information and because its in Excel, can even be linked to other Excel workbooks.

*A flexible tool that gives you the information you want to see at a glance.*

## Simple to Use - Run as Often as You Like!

1. **Run** our program to extract data from your system.
2. **Open** the report to update the numbers.
3. **Analyze** and **Print** the results!

You can run the report at any time of day, as often as you want to. The data comes from the Service area...no need to wait for Accounting to update the Repair Orders.

For more information on the  
**Advisor CP Sales Report**  
or other products and services we offer  
please contact:  
**perry.stackelberg@dmspro.net**

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# Advisor CP Sales Report

## YOU CAN:

- ✓ Highlight best and worst performers in each category.
- ✓ Track only those operation codes that you want
- ✓ Include up to 100 operation groups and 20 parts groups
- ✓ Establish targets for each Advisor.
- ✓ Track up-sells by advisor and technician.

## PLUS:

- ✓ Review labour and parts sales, hours per RO and effective labour rate by advisor.
- ✓ Drill-down into problem areas or detail on a particular advisor

Click to Update Advisor Sales		ABC Motors Service Advisor Sales																
Start Date	11/01/05	Departments		S														
End Date	11/30/05	Date to Use		RO Post Date														
Item to Report	Count	Sale Type		C														
Op Group / Part	Advisor Number																Total	
	101		102		103		104											
	Act.	Fcst.	Act.	Fcst.	Act.	Fcst.	Act.	Fcst.	Act.	Fcst.	Act.	Fcst.	Act.	Fcst.	Act.	Fcst.	Act.	Fcst.
1 LOF	39	10	49	25	47	50	60	60									179	145
2 Inspection	25		40		40		24										129	
3 Alignment	3		9		4		1										17	
4 Trans. Service	1		4		5		4										14	
5 Cooling System Flush			5		6		1										12	
6 All Tire Balances			1															
7 Tire Rotations	3		2		3													
8 Drive Belts	1																	
9 Brake Flush Services	6		18		19		6											
10 Brake Service	1		3		2													
15																		
101 Tires	4	10	26	10	13	11	2											
102 Air Filter	4	25	4		3	25	3											
103 Battery	3		3		6													

Click to Update Advisor Summary		ABC Motors Service Advisor C/P Summary											
Start Date	11/01/05	Departments		SBP		Makes		All					
End Date	11/30/05	Date to Use		C/P Post Date									
ELR & Hours/RO Time	Cost	Include \$0 RO's		Yes									
SA	Name	# RO's	# OP's	Bill Hours	Cost Hours	Billing Efficiency	Labour Sale	Labour Gross	Labour GP%	Avg Labour \$\$/RO	Hours/RO	E.L.R.	
1	Adv #1	224	554	356.8	283.4	126%	25,460	19,980	78.5%	113.66	1.27	89.84	
2	Adv #2	1	1	1.2	1.7	71%	55	24	42.8%	55.00	1.70	32.35	
3	Adv #3	360	852	419.7	328.4	128%	20,708	16,809	81.2%	57.52	0.91	63.06	
4	Adv #4	20	32	26.3	26.4	100%	1,879	1,295	68.9%	93.94	1.32	71.17	
5	Adv #5	194	437	337.5	285.0	118%	23,734	17,367	73.2%	122.34	1.47	83.28	
Totals		799	1876	1141.5	924.9	123%	71,837	16,363	22.8%	\$ 89.91	1.16	\$77.67	

"The Advisor CP Sales report has greatly reduced the amount of time I spend each day gathering and reviewing the previous day's business. The report gives me a quick and accurate picture of the performance of my advisors and technicians, and it **shows me at a glance where improvement is required**. I would **highly recommend** this report to anyone who wants to truly measure the performance of their Service Department in a format that is easily readable. It is **well worth the money**."

**Barry Gottfried**  
Service Manager, Gauthier Chrysler

Utilizes data from your system and gives you the flexibility to track what you want.

The result...information you want to see at a glance.

**ADVISOR CP SALES REPORT PRICING:**  
One time licence, setup and installation: \$849  
Support: \$59 per month