

Sales Managers Daily Meeting Agenda By Department



New Vehicle Department

1. PVR MTD
2. Yesterday's PVR
3. Gross MTD
4. Yesterday's Gross
5. Leases
6. Solds
7. Inventory over 60 days
8. Calls Made
9. Appointments Made Yesterday
10. Appointments Made for Tomorrow
11. Salesperson One on One's Yesterday

Finance Department

1. PVR MTD
2. Yesterday's PVR
3. Gross MTD
4. Yesterday's Gross
5. Leases
6. Solds
7. Contracts in Transit
8. Calls Made
9. Appointments Made Yesterday
10. Appointments Made for Tomorrow
11. Salesperson One on One's Yesterday

Used Vehicle Department

1. PVR MTD
2. Yesterday's PVR
3. Gross MTD
4. Yesterday's Gross
5. Recon Average Days to Market
6. Solds
7. Inventory over 60 days
8. Pricing Changes
9. Calls Made
10. Appointments Made Yesterday
11. Appointments Made for Tomorrow
12. Salesperson One on One's Yesterday

Service to Sales Department

1. Customer Touches MTD
2. Customer Touches Yesterday
3. Vehicle Proposals/Offer sent
4. Vehicle Upgrades Yesterday
5. Vehicles Purchases Yesterday
6. Vehicle Upgrades Yesterday
7. Vehicles Purchases MTD
8. Vehicles Purchases MTD
9. Calls Made
10. Appointments Made Yesterday
11. Appointments Made for Tomorrow
12. Salesperson One on One's Yesterday

Internet Department

1. Closing Ratio
2. Lead Total MTD
3. Lead Total Yesterday
4. Marketing Campaign Updates
5. Solds
6. Customer Touches Yesterday
7. Customer Touches MTD
8. Appointments Made Yesterday
9. Appointments Made for Tomorrow
10. Appointments Set – Show – Sold
11. Salesperson One on One's Yesterday

Salespeople

Who is here Today?
Who is not here Today?
Who was not Yesterday?
Who has not Sold a Vehicle in 3 days?