

2017 Holman South Sales Recognition Program

The Partners In Excellence Team is pleased to announce the 2017 Holman Sales Recognition Program. This program is designed to recognize the best sales leaders. It is your extraordinary efforts each year that produce the highest sales volume, gross profit, and excellent customer service.

There will be a special dinner to celebrate all of the great employees of Holman Automotive group and the entire Holman Sales Team. The event will include special presentations to all winners! All cash awards will be “taxed up” which means the amount you win is the amount you receive. Let the competition begin!

The program this year will be comprised of data from November 1, 2016 – October 31, 2017.

Who is Eligible?

- ❑ **ALL** Holman Sales Associates that meet the criteria outlined in this program.
- ❑ Must be a Holman employee at the time of the dinner award presentation.
- ❑ Must be in good standing at the time of the dinner. If an individual received disciplinary action during the year eligibility will be determined by the platform manager.

Program Guidelines

- ❑ Sales associates are ranked according to a point system based on commission factor.
- ❑ The CSI Sales Leader (by location) is awarded to the sales consultant with the highest CSI at their location.
 - ❑ In the event of a tie, the consultant with the most total points will receive the award.
- ❑ The categories will be split as follows:
 - ❑ New Car Sales Leaders: 51% or more deliveries come from New Vehicle Sales.
 - ❑ Pre-Owned Sales Leader: 51% or more deliveries come from Pre-Owned Sales.

Qualifications

- ❑ Minimum of 40% CSI surveys for new vehicles returned for the program year (11/1/16 – 10/31/17).
 - ❑ For Lauderdale Imports, Ltd., this is not applicable.
 - ❑ For sales consultants with 51% or more pre-owned vehicle sales, this is not applicable.
- ❑ Must maintain CSI scores equal to or above your manufacturer’s year-to-date Zone or Regional averages.
- ❑ Must deliver a minimum average of 10 vehicles per month from 11/1/16 – 10/31/17.
 - ❑ For Lauderdale Imports, Ltd., there is a multiplier of 2.75 to account for their dealership’s sales volume.

Awards

Sales Leaders

1st Place

2nd Place

3rd Place

4th Place

5th Place

Pre-owned Sales Leaders

1st Place

CSI Sales Leaders (by location)

Audi Pines

BMW-E

MINI

BMW-W

Honda

Infiniti

Margate

Pompano

Rolls

Overall Sales Winner

Salesperson of the Year