



2017 Holman Circle of Excellence

Program Timeframe: November 1, 2016 – October 31, 2017

Eligible Participants: All Sales individuals who have been with the company 90 days (must be a Holman Automotive employee on or before August 1, 2017).

Program Group: Program groupings are based upon annual budgeted sale volume.

Qualifying Criteria: Sales professionals must achieve a CSI score at or above region/area as determined by the manufacturer on October 31, 2017 each must also meet the following minimum number of units sold.

Group 1 leaders must sell a minimum of **220** units* to be eligible.

Group 2 leaders must sell a minimum of **180** units* to be eligible.

Group 3 leaders must sell a minimum of **140** units* to be eligible.

*Broker deals will be excluded from the total sales count.

Awards: The total number of winners possible is **19**. Only the top leaders within each group will be awarded.

Group 1 – **12** winners

Group 2 – **5** winners

Group 3 – **2** winners

Group 1	Group 2	Group 3
<ul style="list-style-type: none"> • Audi Palo Alto • Audi Pembroke Pines • Audi San Diego • BMW Mt. Laurel • BMW Ft. Lauderdale • BMW Pembroke Pines • Ford/Linc Maple Shade • Ford/Linc Pompano • Ford/Linc Turnersville • Holman Honda • Holman Toyota • Kuni BMW • Kuni Chevrolet/Cadillac • Kuni Honda • Kuni Lexus Greenwood • Kuni Lexus of Portland 	<ul style="list-style-type: none"> • Audi Boulder • Audi Willow Grove • Holman Cadillac • Holman Infiniti • Land Rover Denver • Land Rover San Diego • Lauderdale Infiniti • Lexus of Seattle • Princeton BMW • Roseville VW 	<ul style="list-style-type: none"> • Audi Shawnee Mission • Lauderdale Imports • Lauderdale MINI • MINI Mt. Laurel • Porsche San Diego • Princeton MINI