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# MUNGENAST AUTOMOTIVE FAMILY

*"Mungenast makes the difference."*

## MUNGENAST HONDA EMPLOYEE CRITERIA

2018 MUNGENAST AUTOMOTIVE FAMILY INCENTIVE TRIP

*Date and Destination TBA*

**Program Qualifying Period: September 1, 2017 – August 31, 2018**

### SALES PEOPLE (NEW & PREOWNED):

- Sales person employed
  - 1 - 5 years on January 1 of the trip year: 168 Units
  - 6 – 10 years on January 1 of the trip year: 180 Units
  - 11 + years on January 1 of the trip year: 192 Units
- Individual overall HSE/HCPV Index score must be at or above National Average.

### SALES MANAGERS (NEW):

- Unit Forecast: Meet Manufacture's RDR objective during contest period.
- Overall HSE Profile Score 2 or above National Average.

### SALES MANAGERS (PREOWNED):

- Unit Forecast: Meet dealership total volume forecast during contest period.
- Overall HCPV Index at or above National Average.

### FINANCE MANAGERS:

- \$1300.00-unit average before charge backs.
- Individual Business Office Index at or above National Average.

### SERVICE MANAGER:

- Gross Forecast: Meet department gross profit objective during contest period.
- Overall CSE must be at or above National Average.

### SERVICE ADVISORS:

- 14 referrals or top 2 Advisors with minimum of 6 referrals.
- Individual CSE must be at or above National Average.

### PARTS MANAGER:

- Gross Forecast: Meet department gross profit objectives during contest period.
- Overall CSE must be at or above National Average.

### CDC MANAGER:

- 95% Combined Fixed Operations Forecast Goal (All 5 car store franchises combined)

### CDC ASSOCIATE:

- Employed 1 year on January 1 of the trip year.
- Associate with the most referrals during the qualifying period.



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## OFFICE ASSOCIATE:

- Employed 1 year on January 1 of the trip year.
- Top 2 associates with the highest volume of referrals during the qualifying period. (All Offices Combined)

## SERVICE TECHNICIANS/PARTS/SERVICE GREETERS/PORTERS/RECON/SALES GREETERS/HOUSE KEEPING:

- For every 25 combined employees (Service Technicians/Parts/Greeters/Porters/Detail/Recon) 1 employee will receive a trip with the highest referral volume. (Example: combined employees of 25 or more employees 1 trip awarded, combined 50 or more 2 trips awarded)

## ALL MUNGENAST AUTOMOTIVE FAMILY ASSOCIATES “SECOND CHANCE QUALIFIER”:

- For every referral received during the program qualifying period your name will be placed in a drawing for a second chance to qualify for the trip.
- There will be one associates name drawn per location:
  - Mungenast Alton Toyota
  - Mungenast St. Louis Honda
  - Mungenast St. Louis Acura
  - Mungenast Lexus of St. Louis
  - Mungenast St. Louis Mitsubishi
 Associates referrals from MAFCAC and Mungenast Motorsports will be placed in the drawing store specific of each referral.
- This drawing will be held September 16, 2018 @ 3:00 p.m. during the company picnic.

