



13720 Manchester Rd.
St. Louis, MO 63011
314.822.2872
stlouisacura.com



5939 South Lindbergh Blvd.
St. Louis, MO 63123
314.894.1330
stlouis honda.com



13700 Manchester Rd.
St. Louis, MO 63011
314.822.7681
mungenastlexusofstlouis.com



Mungenast St. Louis Mitsubishi
5929 South Lindbergh Blvd.
St. Louis, MO 63123
314.714.1488
mungenastmitsubishi.com



5935 South Lindbergh Blvd.
St. Louis, MO 63123
314.649.1200
mungenastmotorsports.com



850 Homer Adams Pkwy.
Alton, IL 62002
618.208.2400
altontoyota.com



10697 Baptist Church Rd.
St. Louis, MO 63128
314.743.3998

8917 Dunn Rd.
St. Louis, MO 63042
314.743.3994

MUNGENAST AUTOMOTIVE FAMILY

"Mungenast makes the difference."

MUNGENAST LEXUS 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: 144 Units
 - 6 – 10 years on January 1 of the trip year: 156 Units
 - 11 + years on January 1 of the trip year: 168 Units
- Individual New Car Sales and L/Certified Sales Consultant Scores must be higher than Elite Goal (New = 91%, L/Certified = 89%).

SALES MANAGERS (NEW):

- Unit Forecast: Based on quarterly forecast set by GM.
- Overall Sales Elite Index Score at or above 94%.

SALES MANAGERS (PREOWNED):

- Unit Forecast: Based on quarterly forecast set by GM.
- Overall L/Certified Elite Index at or above 89%.

FINANCE MANAGERS:

- \$1300.00-unit average before charge backs.
- Individual Sales Finance Manager Score at or above National Average.
- L/Certified Finance Manager Score at or above National Average.

SERVICE MANAGER:

- Gross Forecast: Based on quarterly forecast set by GM.
- Overall Service Elite Index Score at or above 91%.

SERVICE ADVISORS:

- 14 referrals
- Individual Service Elite Index Score at or above 91%.

PARTS MANAGER:

- Gross Forecast: Based on quarterly forecast set by GM.
- Overall Service Elite Index Score at or above 91%.

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)

SERVICE DRIVE ACQUISITION

- Total of 192 transactions in a 12-month period

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.

