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# MUNGENAST AUTOMOTIVE FAMILY

*"Mungenast makes the difference."*

## MUNGENAST ALTON TOYOTA 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: 156 Units
  - 6 – 10 years on January 1 of the trip year: 168 Units
  - 11 + years on January 1 of the trip year: 180 Units
- Individual SSI score 92.0 or above.

### SALES MANAGERS (NEW):

- Unit Forecast: Factory Objective
- Overall SSI score 92.0 or above

### SALES MANAGERS (PREOWNED):

- Unit Forecast: 790 in the qualifying period
- Overall SSI score 92.0 or above

### BUSINESS MANAGERS:

- \$1300.00-unit average before charge backs.
- Individual SSI score 92.0 or above

### SERVICE MANAGER:

- Gross Forecast ?
- Overall SPSI score 92.5 or above

### SERVICE ADVISORS:

- 14 referrals
- Individual SPSI score 92.5 or above

### PARTS MANAGER:

- Gross Forecast ?
- Overall SPSI score of 92.05 or above

### CDC MANAGER:

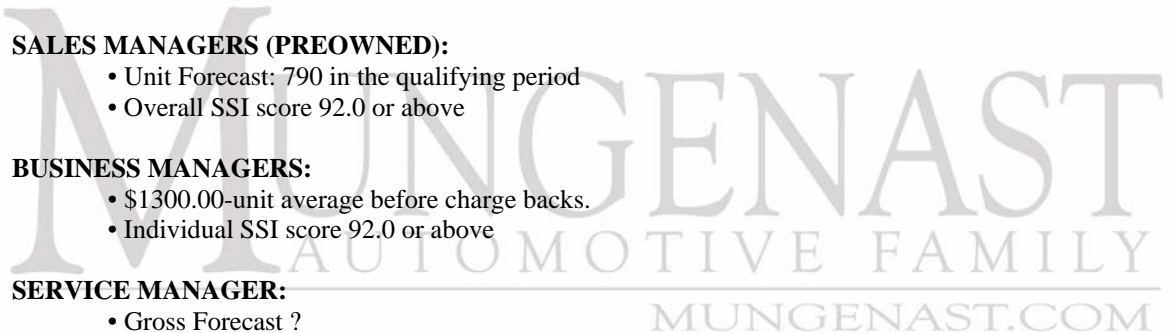
- 95% Combined Fixed Operations Forecast Goal (All 5 car store franchises combined)

### CDC ASSOCIATE:

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

### 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)





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## 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.

