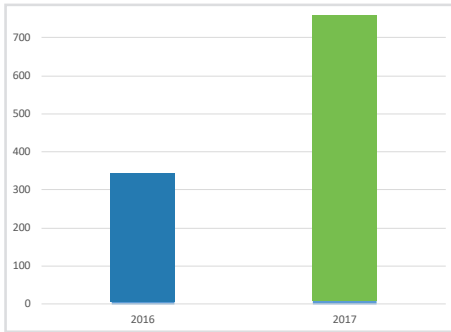
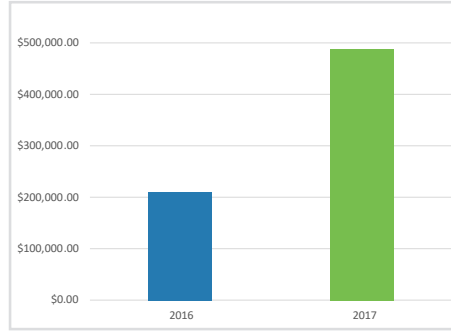


Transaction Count



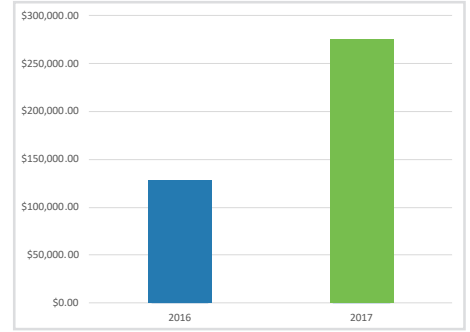
Before Coaching (2016) **335**
 After Coaching (2017) **751**
 Growth Percentage **124%**
 Growth Amount **416**

Possible Incremental Sales



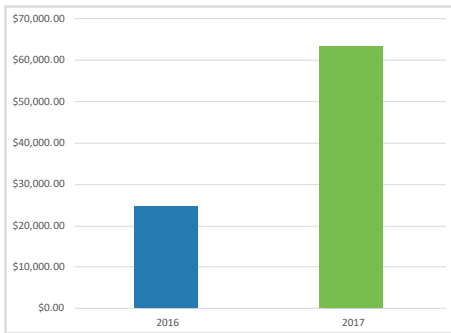
Before Coaching (2016) **\$209,827**
 After Coaching (2017) **\$487,907**
 Growth Percentage **132%**
 Growth Amount **\$278,080**

Actual Incremental Sales



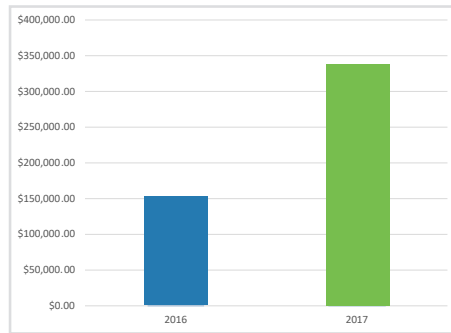
Before Coaching (2016) **\$127,396**
 After Coaching (2017) **\$275,022**
 Growth Percentage **116%**
 Growth Amount **\$147,627**

Seller Reimbursements



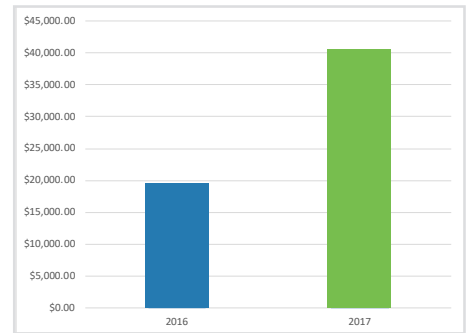
Before Coaching (2016) **\$23,525**
 After Coaching (2017) **\$63,161**
 Growth Percentage **157%**
 Growth Amount **\$38,637**

Gross Incremental Revenue



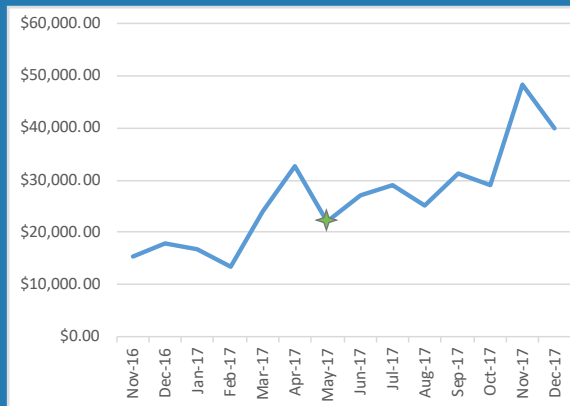
Before Coaching (2016) **\$151,920**
 After Coaching (2017) **\$338,184**
 Growth Percentage **123%**
 Growth Amount **\$186,264**

Gross Incremental Profit



Before Coaching (2016) **\$19,355**
 After Coaching (2017) **\$40,608**
 Growth Percentage **110%**
 Growth Amount **\$21,253**

Gross Incremental Revenue Overview



★ indicates when engagement began

“ We had a lot of people signed up for CollisionLink and RepairLink, but not a lot of customers were using it. We didn’t know why. It was suggested that we hire a Performance Coach. We knew it was an important investment to make because we wanted to see what we were doing wrong.”

“ Our coach came in and analyzed our entire business and made some really great suggestions. He knew the right reports to pull and what was important for our dealership to focus on.”

“ It was great having someone who knows the ins and outs of this industry come in and coach our guys on the right things to say. We have so much going on it is hard to stay on top of everything. Our coach’s experience and coaching ability has helped nail down key body shops including a company with 6 body shops. He has definitely helped our business grow.”

- Parts Manager