

Finance Department Income Forecast

Income - Penetration % Levels - Expenses

New Vehicles

Used Vehicles

Finance Income Projections

Finance Income Projections

	Penetration %	Avg. \$ Gross Per Contract	Income %		Penetration %	Avg. \$ Gross Per Contract	Income %
Finance Reserve Income							
Retail Financing - Variable	0%	\$ -	0%		0%	\$ -	0%
Lease Financing - Variable	0%	\$ -	0%		0%	\$ -	0%
Flat Rate - Leases & Subprime	0%	\$ -	0%		0%	\$ -	0%
Total % Reserve - PRUS	0%	\$ -			0%	\$ -	
Extended Warranty Sales	0%	\$ -	0%		0%	\$ -	0%
Insurance Commissions	0%	\$ -	0%		0%	\$ -	0%
Aftermarket Sales	0%	\$ -	0%		0%	\$ -	0%
Miscellaneous Items	0%	\$ -	0%		0%	\$ -	0%
Total % Secondary - PRUS	0%	\$ -			0%	\$ -	
Average Gross Finance Income - PRUS		\$ -				\$ -	
	% of Avg. Gross	Avg. \$ Cost PRUS	Income %		% of Avg. Gross	Avg. \$ Cost PRUS	Income %
Variable Expenses							
* Commissions and Bonuses - Reserves	0%	\$ -	0%		0%	\$ -	0%
* Commissions and Bonuses - Secondary	0%	\$ -	0%		0%	\$ -	0%
Finance Reserve Chargeback's	0%	\$ -	0%		0%	\$ -	0%
Extended Warranty Cancellations	0%	\$ -	0%		0%	\$ -	0%
Insurance, Aftermarket, Miscellaneous	0%	\$ -	0%		0%	\$ -	0%
Average Expense Adjustment - PRUS		\$ -	0%			\$ -	0%
Finance Income before Salaries & Incentives PRUS		\$ -				\$ -	
			PRUS				PRUS
* Salaries Payable - Average Monthly Allocation		\$ -	\$ -			\$ -	\$ -
Incentives Receivable - Average Monthly Allocation		\$ -	\$ -			\$ -	\$ -
Net Finance Income PRUS	New Units	\$ -			Used Units	\$ -	

* Do not include Dollar values that are expensed to a general ledger account such as Sales Commissions or Salaries – Supervision on the financial statement for this creates a duplicate entry effecting net profit.