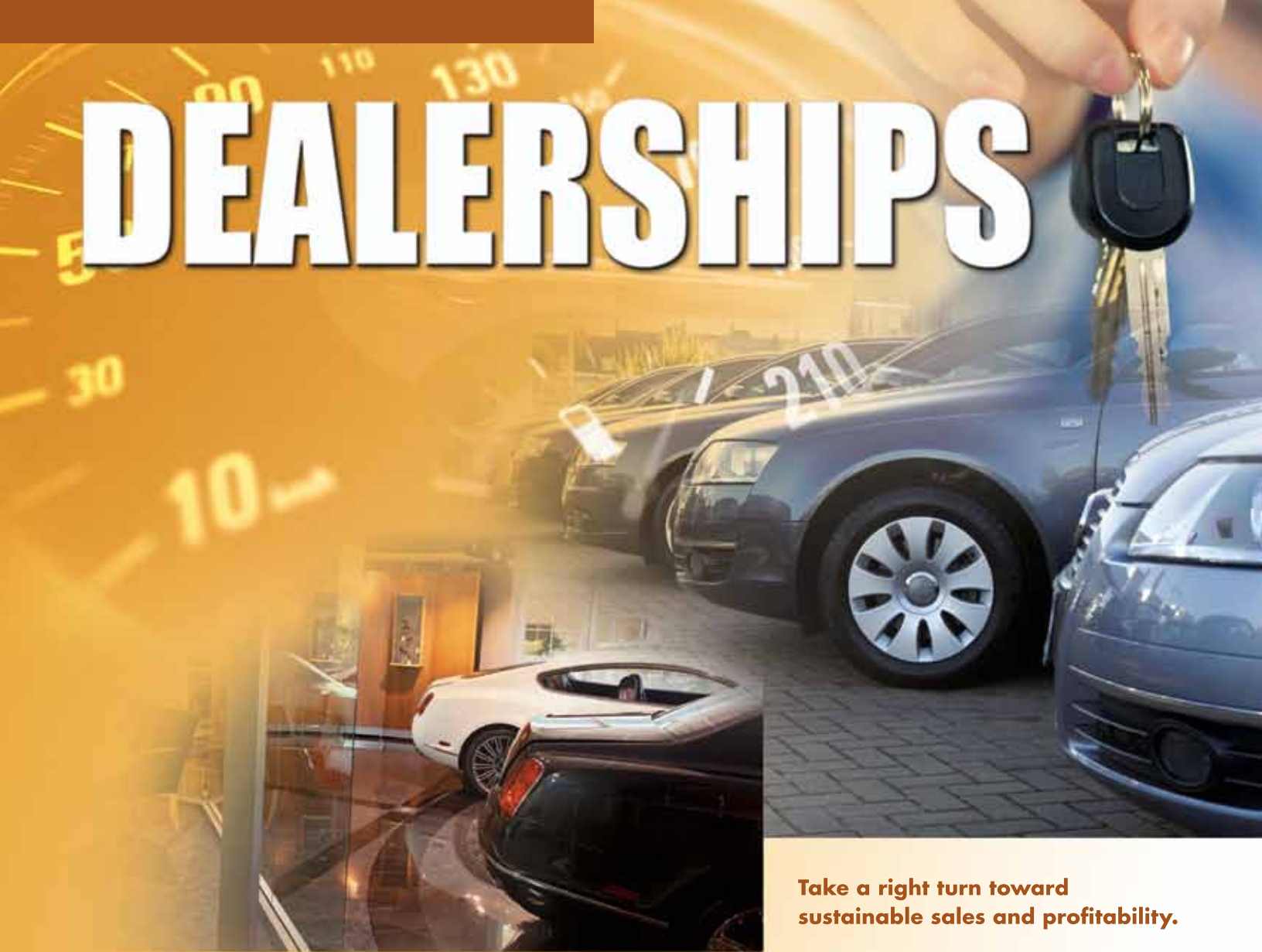


DEALERSHIPS



Take a right turn toward sustainable sales and profitability.

i need to see proven growth and profitability strategies from accomplished experts in my industry.



Wipfli's dedicated dealership practice brings an 80-year track record that's been road tested by over 280 dealership clients in 28 states. We've proven our ability to solve problems with two goals in mind: more sales and increased profitability.

Roadblocks to new sales and better profits seldom stop at sales and service training. That's why we look at every area and department of your organization to identify each problem standing in the way of your success, now and down the road.

From business planning to operational effectiveness, we help dealerships in every facet of operations.

Category	Item	2005%	2006%	2007%	Jan	Feb	Mar
E	Fix It Right The First Time	88.0%	89.0%	92.0%			
F							
2.	Employee Engagement	MAP	Goal	High	Jan	Feb	Mar
A.	Internal Survey 3x This Year	75.0%	80.0%	85.0%			
B.	Response Rate	70.0%	80.0%	90.0%			
C.							
3.	Market Domination	MAP	Goal	High	Jan	Feb	Mar
A.	New Cars Average Per Month			16			
B.	New Car Gross Month			\$11,780			
C.	New Trucks Average Per Month			88			
D.	New Trucks Gross Month			\$83,600			
E.	Used Vehicle Average Per Month	115	125	150			
F.	Used Vehicle Gross/Vehicle	\$1,380	\$1,500	\$1,800			
G.	F&I Gross Per New Vehicle YTD	\$490	\$651	\$844			
H.	F&I Gross Per Used Vehicle YTD	\$340	\$458	\$596			
I.	Service Gross Month	\$175,820	\$183,780	\$191,750			
J.	Parts Gross Month	\$122,180	\$127,711	\$133,250			
K.	Total Fixed Gross Month	\$298,000	\$311,500	\$325,000			
4.	Financial Performance	MAP	Goal	High	Jan	Feb	Mar
A.	Variable Operations Gross	\$320,000	\$361,380	\$417,000			
B.	Fixed Operations Gross	\$298,000	\$311,500	\$325,000			

FIERCELY FOCUSED >

WIPFLI^{LLP}
CPAs and Consultants

i find it challenging to do it all myself.

With everything that's on your plate, the time and energy necessary to explore, develop, and execute a long-term plan can be overwhelming. Let our team join forces with yours to get it done by helping you get the right people in the right frame of mind.

We'll also guide leadership and management through four interdependent dimensions critical to business success: financial performance, market share, customer loyalty, and employee engagement. Our dealership experts will help you determine your organization's goals for each dimension. From there, we'll implement systems for capturing, monitoring, and sharing performance information.

i already know my goals, but I can't find a sustainable way to reach them.

You've had that stuck-in-the-mud feeling. Sales profits and market share have been low for too long. Customers aren't happy. Employees aren't happy. You're definitely not happy.

Wipfli's method to achieve sustainable sales and profits is rooted in a disciplined planning process that clearly identifies what's standing in the way of better sales and profitability. Many of our clients have relied on this proven process for more than 20 years. With ongoing implementation and measurement, Wipfli can help you sustain your success too.



- Audit, accounting, and tax**
- People, processes, and technology**
- Business succession and estate planning**
- Finance and valuation**
- Management advisory and strategic planning**

There's no need to fall behind while your competitor pulls out in front. See why many of our dealership clients have relied on Wipfli for decades to help them win the race.