

CONFIDENTIAL*

2010 F&I Pacesetters Award

Entry Form

Due: November 16, 2009

Dealer Information

Nominee: _____

Title: _____

Dealership name & makes: _____

Dealership address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____ E-mail: _____

No. of employees in finance dept.: _____

No. of dealerships affiliated with dealer: _____

Nominator Information (if different from above)

Name: _____

Relationship to dealer: ☐ Employee ☐ Employer ☐ F&I Provider ☐ General Agent

☐ Other: _____

Phone: _____ Fax: _____ E-mail: _____

Dealer Qualifications (information confidential and will not be published):

Total annual revenue (approx.): \$ _____

F&I revenue amount: \$ _____ Avg. \$ PRU — new: _____ used: _____

F&I penetrations

Finance: _____ Service contracts: _____

GAP: _____ Credit insurance (where applicable): _____

Prepaid maintenance: _____ Theft protection (LoJack, etch): _____

Paint/fabric protectant: _____ Wheel/tire: _____

Other: _____

Community Service Activities _____

CONFIDENTIAL*

Training and Certification _____

Awards and Recognition _____

Please be as specific as possible when answering the following question.

What's your success story for 2009? Were you one of those who helped defend the plight of dealers before Congress? Did you institute a new strategy that improved the performance of your sales and F&I departments? Did you launch a new marketing or online strategy that helped boost sales (Please feel free to type out answer on a separate sheet)?

Due November 16, 2009

Fax to: (310) 533-2503

OR

E-mail to: gregory.arroyo@bobit.com

Submitted by: _____