

CONFIDENTIAL*

**2012 F&I Pacesetters Award
Entry Form
Due: July 20, 2012**

Dealer Information

Nominees: _____
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: _____
F&I product/service provider: _____

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Dealer Qualifications (information will not be published – it will be used internally for judging purposes)

1. What is your dealership's annual revenue? How profitable is your finance department? Please include average dollar per retail unit, customer satisfaction ratings and F&I product penetrations.

Total annual revenue (approx.): \$ _____
F&I revenue amount: \$ _____ Avg. \$ PRU – new: _____ used: _____
Recognition/awards received for CSI: _____
F&I penetrations –
Finance: _____ Service contracts: _____

CONFIDENTIAL*

GAP: _____ Credit insurance (where applicable): _____

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

Paint/fabric protectant: _____ Wheel/tire: _____

Other: _____

Please list your Top 5 auto finance sources _____

Do you retail new vehicles, used or both? _____

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

- 2. What policies, practices and procedures does the dealership have in place to ensure compliance? (e.g., consistent paperwork and disclosures, implementation of a compliance policy/program, presence of a compliance officer, consistent audit, continuing education in rules/regulations for employees)

- 3. What policies, practices and procedures does the dealership have in place to ensure ethics in the F&I office? (e.g., AFIP-certified employees, pay plans that reinforce ethical behavior, clear, written disclosure of policies, use of menus for consistent disclosure, a comprehensive, ongoing F&I training program)

CONFIDENTIAL*

-
4. What industry recognition awards has your dealership received, or what industry leadership roles has your dealership held (e.g., Time Dealer of the Year, NADA representative, state association officer, specific F&I awards and ranking)?

5. In what ways is the dealer involved in supporting and serving the community?

6. What other practices and qualities set this dealer apart in running a top-notch F&I department (e.g., longevity of F&I staffers, years without an F&I-related lawsuit, Better Business Bureau rating, Internet reviews, etc.)?

Due July 20, 2012
Fax to: (310) 533-2503
OR

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

Submitted by: _____

CONFIDENTIAL*

***Information will not be released or published without dealer's consent**