# Management Class Pre Work

## Name:

| | | Q1 | | | Q2 | |
|---|---|---|---|---|---|---|
| | January | February | March | April | May | June |
| CP Hr/RO | | | | | | |
| CP ELR | | | | | | |
| CP % of Door | | | | | | |
| CP Labor $/RO | | | | | | |
| CP Parts $/RO | | | | | | |
| CP Total $/RO | | | | | | |
| CP Gross Profit % | | | | | | |
| Package % | | | | | | |
| CP Door Rate | | | | | | |
| Warranty Rate | | | | | | |
| Internal Rate | | | | | | |
| | | | | | | |
| Departmental | | | | | | |
| Policy $ | | | | | | |
| Advertising $ | | | | | | |
| Un-Applied $ | | | | | | |

| | | Q3 | | | Q4 | |
|---|---|---|---|---|---|---|
| | July | August | September | October | November | December |
| CP Hr/RO | | | | | | |
| CP ELR | | | | | | |
| CP % of Door | | | | | | |
| CP Labor $/RO | | | | | | |
| CP Parts $/RO | | | | | | |
| CP Total $/RO | | | | | | |
| CP Gross Profit % | | | | | | |
| Package % | | | | | | |
| CP Door Rate | | | | | | |
| Warranty Rate | | | | | | |
| Internal Rate | | | | | | |
| | | | | | | |
| Departmental | | | | | | |
| Policy $ | | | | | | |
| Advertising $ | | | | | | |
| Un-Applied $ | | | | | | |

| | Prev. Yr. Totals | Last Full Month | Current Mo. of Prev. Yr. Total |
|---|---|---|---|
| CP Hr/RO | | | |
| CP ELR | | | |
| CP % of Door | | | |
| CP Labor $/RO | | | |
| CP Parts $/RO | | | |
| CP Total $/RO | | | |
| CP Gross Profit % | | | |
| Package % | | | |
| CP Door Rate | | | |
| Warranty Rate | | | |
| Internal Rate | | | |
| | | | |
| Departmental | | | |
| Policy $ | | | |
| Advertising $ | | | |
| Un-Applied $ | | | |