





Pathway to Profitability

<p>Fixed [142%] Absorption</p> 	<p>Net to [41%] Gross</p> 	<p>Asset Management</p> 	<p>Used Vehicles</p> 
<ul style="list-style-type: none"> • Financial Security • Position to Prosper • Secure the Future • Achieve the Magical 100% 	<ul style="list-style-type: none"> • Expense Management • Personnel, Advertising & Floor Plan 	<ul style="list-style-type: none"> • Variable & Fixed Operations • Receivables & Inventories Benchmarks 	<ul style="list-style-type: none"> • Sales Opportunities & Acquisition • Disciplined Approach

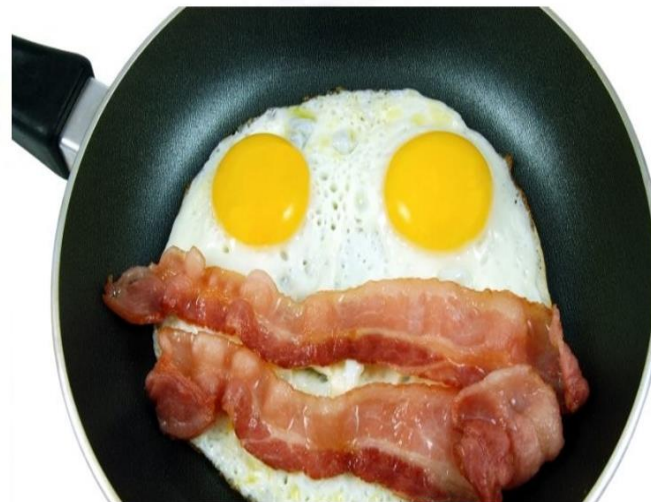
“Secret Sauce” to High Profitability

<p>Customer Focus</p> 	<p>Employees</p> 	<p>Structured Planning</p> 	<p>Processes</p> 	<p>Accountability</p> 	<p>Continuous Improvement</p> 
<ul style="list-style-type: none"> • Sales & Service Aligned with Customer Loyalty & Retention 	<ul style="list-style-type: none"> • Integrity • Passion • Positive Attitude • Team Player 	<ul style="list-style-type: none"> • Solid Strategy • Measurable Goals 	<ul style="list-style-type: none"> • Defined Processes • Consistent Execution 	<ul style="list-style-type: none"> • Set Expectations • Own & Deliver Results 	<ul style="list-style-type: none"> • Students of the Business • Always Grateful

COMMITMENT

What is the difference between being **INVOLVED** and being **COMMITTED**?

Think of a “MINNESOTA NICE” Bacon & Egg Breakfast



The chicken is **INVOLVED**, but the pig is **COMMITTED**!