



TOFF TRACKS Dealership Scorecard

Production Metrics

Production Management

No Management	Low Motivation/Not Seeing Business	Fulfill Volume Only	Sees Profit Center/Growth	Active Manager/New business	Total
2	4	6	8	10	

Applicator

No Sprayer	Poor Procedures/4+hrs	Quality Varies/3 hrs	Good Quality/-2 hrs	High Quality/-2 Hours	Total
2	4	6	8	10	

Facilities

No Enclosure/Air	Poor Enclosure/Not Organized	Functional Enclosure/Dirty	Good, Clean Enclosure/Organized	Exceeds Need	Total
2	4	6	8	10	

Equipment

On Site/Not Operating	Needs Repair/Cleaning	Operational, No Maintenance Plans	Clean, Training Material Onsite	Clean, Spare Parts	Total
2	4	6	8	10	

Technical Score _____

Sales Metrics

Champion GM/GSM

No Commitment	Unaware of Numbers	Knowledge of Forecast	Receives Timely Updates about Program	100% Commitment	Total
2	4	6	8	10	

Sales Procedures

None	Bedliner Available on Request	Offered as an Option	Pitched at Every Sale	Preloaded inventory	Total
2	4	6	8	10	

Sales Activity

None	Distribute Sales Info to Employees	Received Sales Training	Product Knowledge, Visual Aids	Understands Need for Bedliners	Total
2	4	6	8	10	

Incentive Program

None	Incentive for Managers Only	Fixed Spiff based on Liner	Percentage of Gross	Contest for Most Sold	Total
2	4	6	8	10	

POP Material

No POP	Unused POP	POP Used-1 Place	POP in View-Mirror Tags	100% POP Usage	Total
2	4	6	8	10	

Demo Truck

None	On Lot	On Lot with Flags	In Showroom	In Showroom with Flags	Total
2	4	6	8	10	

Performance Tracking

None	Only TOFF Information	Implemented Forecast	Tracks Sales/Salesman	Compares Sales to Proforma	Total
2	4	6	8	10	

Sales Score _____

Dealership Score _____

Comments

Current Volume _____ Potential Volume _____

Areas in need Improvement _____

Action(s) Taken _____

Follow-Up Date _____ Contact _____ Phone _____

Email _____