



# Monthly Review Form

Month: \_\_\_\_\_

P&L Metrics	Actual	Goal
Income/Sales		
Parts Cost \$		
Tech Cost \$		
Overhead		
Marketing \$		
NET		

Math	Actual	Goal
ELR		
GPH		
OHCH		
NET/Hr		
NET/Hr		
OH/Car		
Sales/Hr		
Hrs/RO		
Sales/Employee		
Tech Cost/Hr		
Productivity		
Parts COGS %		
Labor COGS %		
Parts GP %		
Labor GP %		
New Customer %		
Cust. Acquisition		

P&L Metrics	Actual	Goal
Sales		
Parts Cost		
Tech Cost		
Car Count		
Tech Quote		
Close Ratio		
ARO		
Billed Hours		
Tech Hrs Clocked		
New Customers		
Roll Over \$		

**Notes:**