

# COUNCIL OF SALES LEADERSHIP

## Council of Sales Leadership Sales Objectives and Sales & Delivery Score National Standard Announced for 2016

### New Sales & Delivery Score National Standard for Sales Consultants

The Council of Sales Leadership (COSL) Sales & Delivery score national standard for 2016 is 93 (fixed score). Sales Consultants must meet or exceed this score.

### Sales Objectives for Sales Consultants

The Sales Consultant sales objectives for the 2016 Council of Sales Leadership (COSL) program have been established to align with the Honda national sales objective. The COSL sales objectives are detailed below and will be reflected in program reports, which are updated daily. You can find the sales objectives for your dealership's volume group on the Sales Consultant Performance Summary report in the Interactive Network (iN).

VOLUME GROUP 1		2016 Sales Objectives
Platinum <b>NEW!</b>		350
Gold		250
Silver		155

VOLUME GROUP 2		2016 Sales Objectives
Platinum <b>NEW!</b>		350
Gold		220
Silver		145

VOLUME GROUP 3		2016 Sales Objectives
Platinum <b>NEW!</b>		350
Gold		175
Silver		110

*Volume-group assignment is determined by a dealership's average annual new-vehicle sales for 2014 and 2015. Please note volume-groups may be affected by Open Points and Buy/Sells; see program rules for details.*

