

# ROSENTHAL ACURA GAITHERSBURG MAZDA

SEPT. 7, 2013 ISSUE 6

Employee Newsletter



If there is content you would like to see added to upcoming issues of the Employee Newsletter, see Tarah with your ideas!

“A COMPANY IS ONLY AS GOOD AS THE PEOPLE IT KEEPS”

## ANNIVERSARIES LISTED FOR MAY – AUG. 2013

LARRY PINTO	21 YEARS	KIM LEWIS	3 YEARS
JOHN HADDAD	19 YEARS	RAPHAEL BELL	2 YEARS
STEVE SHAGER	13 YEARS	KENNETH CHANG	2 YEARS
OSCAR ZAPATA	12 YEARS	PRECELIA OJO	2 YEARS
VALERY FROST	11 YEARS	JUAN REYES	2 YEARS
ALAN EDEN	9 YEARS	JOE WILLIFORD	2 YEARS
CHRIS KUTRUMBIS	8 YEARS	RUBEEN AWAD	1 YEAR
DARRELL REARDON	7 YEARS	O'SHAINE HEWITT	1 YEAR
SAM BOAMA	6 YEARS	ARLON HOLMES	1 YEAR
TANVIR CHOWDHURY	6 YEARS	CHUCK LEWIS	1 YEAR
SCOTT GRAY	6 YEARS	ALBERTO SILVA	1 YEAR
MATT HOWARD	6 YEARS	ANGIE SINGH	1 YEAR
ANDREW KREISBERG	4 YEARS	STEVEN VAUGHAN	1 YEAR
KEVIN WONG	4 YEARS	SOCRATES VERA	1 YEAR
DEON GRAY	3 YEARS	SAM ZAKARIA	1 YEAR

## ANNOUNCEMENTS

**Congratulations to Jackie Cruz.** Jackie welcomed her baby boy Jacob on Aug. 5<sup>th</sup>! Jacob weighed 8 lbs 6 oz at birth!

**Congratulations to Shannon Schooley!** She welcomed her baby girl Liana on Sept. 1<sup>st</sup>! Liana weighed 6 lbs 10 oz at birth!

## Employee Referrals

We are looking for floor and internet sales consultants to join our team. For the month of September, you will receive \$200 for any new hire that you refer. If the new hire is still employed here after 90 days, you will receive another \$200.

## INSIDE THIS ISSUE

2 Upcoming Birthdays; New Hires; CSI Scores

3 Salesperson/Tech/Advisor of the Month

## Birthdays

### July

Omar Majeed	6th
Abdur-Rahman Muhammad	9th
John Haddad	10th
Dennis Hoffer	11th
Andre Moore	24th
John Benson	28th
Elijah Boateng	29th

### August

Glenn Juster	3rd
Narinder Singh	4th
Steven Vaughan	4th
Eileen McGrath	11th
Juan Capurata	15th
Julia Snoy	20th
Jay Son	20th
Almou Riba-Tankary	21st
Bernadette Samuels	22nd
Pascal Philogene	25th
Kim Lewis	29th

### September

Larry Pinto	5th
Bill Lear	6th
Jose Hernandez	8th
Joe Williford	16th
Socrates Vera	20th
Marina Sanabria	21st
Marty Mannix	25th
Giancarlo Roldan	26th
Sina Davani	27th

### October

Robert Ellis	5th
Tarah Mendez	9th
Paul Shaffer	11th
Dan Nephew	14th
Cliff Burroughs	15th
Alberto Silva	15th
Danny Clavijo	16th
Alan Eden	16th
Juan Reyes	16th

### Oct. Cont.

Kyle Wanzer	17th
Kenneth Chang	18th
Precelia Ojo	18th
Angie Singh	20th
Fernando Ramirez	23rd
Rick Miller	25th
Allen Smothers	30th

## NEW HIRES

Employee:	Hire Date:
JOSE JIMENEZ	5/28
KEVIN BATEMAN	6/3
NATE JACKSON	6/3
ELIZABETH WINNARD	6/12
LESS MORGAN	6/13
CORTEZ JOHNSON	6/14
CHRIS DEITEMYER	6/28
BEN WIDDES	7/8
JUIA SNOY	7/11
GLENN JUSTER	7/15
AJ JARRAR	8/12
JOSE HERNANDEZ	8/14
JEFFREY ROSENBERG	8/26
ERNEST FLORES	8/28

## CSI SCORES

### Rosenthal Acura

#### Client Purchase Experience

	YTD
Rosenthal Acura	96.5%
District	95.3%

#### Service Experience

	YTD
Rosenthal Acura	9.13
District	9.06

### Gaithersburg Mazda

#### Sales Overall Satisfaction

	MTD
Gaithersburg Mazda	100%
District	93.6%

#### Service Overall Satisfaction

	MTD
Gaithersburg Mazda	82.9%
District	83.0%

## Rosenthal Acura

2<sup>nd</sup> Quarter

*Top Hours Produced:*

**Ozzie Berrios** – 972.6

**Brian Diamond** – 859.7

*100% Fixed Right the 1<sup>st</sup> Time:*

**Matt Howard**

*Top E-mail CSI:*

**Eileen McGrath** – 89.3%

**Malcolm Jensen** – 87.7%

## Gaithersburg Mazda

2<sup>nd</sup> Quarter

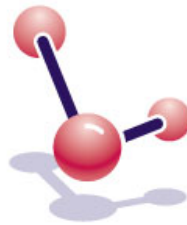
*Top Hours Produced:*

**Jorge Tiburcio** – 562.9

**Rogelio Suazo** – 481.7

*Top CSI:*

**Tanvir Chowdhury** – 92.9%



**Alliance for Lupus Research**

PREVENT. TREAT. CURE.

The dealership recently made charitable contributions to the Patty Pollatos Fund and the Alliance for Lupus Research.

For more information on these organizations visit:

[www.ppfinc.org](http://www.ppfinc.org)

[www.lupusresearch.org](http://www.lupusresearch.org)

### Friendly Reminder:

Now that our new neighbor Passport Mini is across the way, please remember to be courteous and not walk through their lot. Please use the sidewalk to walk from the parking lot to the dealerships. Thank you!

## Rosenthal Acura

*Salesperson of the Month*

*May*

*New:* **Kenneth Chang & Alan Eden**  
18 Units

*Preowned:* **Sam Al Banna** 14 Units

*June*

*New:* **Steve Shager** 15 Units

*Preowned:* **Sean Nazemian** 14 Units

*July*

*New:* **Alan Eden** 24 Units

*Preowned:* **Harpreet Broca** 21.5  
Units

## Gaithersburg Mazda

*Salesperson of the Month*

*May*

*New:* **Belek Toktosunov** 7.5 Units

*Preowned:* **Joe Williford** 9.5 Units

*June*

*New:* **Joe Williford** 10.5 Units

*Preowned:* **Marshall Douglas** 4.5 Units

*July*

*New:* **Abdur-Rahman Muhammad**  
9.5 Units

*Preowned:* **Marshall Douglas** 4.5 Units