

## ***Umansky Automotive Group***

### ***Needs Analysis Documentation (Bank)***

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**Bank:**

**Why is it needed**

(Examples: C & D paper, etc.)

**Why is the best choice?**

**Are there other sources?**

**Are they on Dealer Track?**

**What is the minimum number of deals they expect per month/quarter?**

**How will this generate income? If so, What and How?**

(Examples: more unit sales, etc.)

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**Percent of reserve?**

**What is the Chargeback term?**

**What is the plan to achieve and monitor your goal?**

**Are there other reasons why this is necessary?**

(Examples: required by factory, competitive advantage, customer satisfaction, etc)

**Prepared by:** \_\_\_\_\_

**Approved:** \_\_\_\_\_

**Date:** \_\_\_\_\_