

THE OFFICIAL NEWSLETTER

Q1 2022 Editorial, 4th Issue

# FOR THE GROWING TEAM AT

**MORGAN**  
AUTOMOTIVE GROUP

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MAG is #8 in the Top 150 dealership groups based in the US



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**CENTRAL FLORIDA CHRYSLER DODGE JEEP RAM**

# Our Year In Review



LARRY MORGAN, CHAIRMAN

Since I first started in business over fifty years ago, I realized one key factor is most important for a business' success; The people who work there.

I have also been known to say "Everyone knows it, but few can truly put the plan into action."

As I think about my career I am so very proud and humbled when I think of the people I have worked with. Hard working, honest, caring people of integrity. But also, people who could get things done.

As managers, our goal must be to get the best people on our teams, treat them well (so they never want to leave) and give responsibility when earned. Then repeat.

Let's put it this way: Having a great brand of vehicle to sell is important, but so is having a beautiful building and an ideal geographic location with strong economic demographics. If we put a poor-quality team of people in the building, the store will fail regardless of brand or location. We succeed because of our people on every level. MAG has succeeded because we believe and implement this philosophy throughout the organization, thanks to all of you.

As my Mom would have told you, we "do unto others as you would have them do unto you."

Teammates, all of this eventually comes down to the one obvious point: the way we implement these

core values and philosophies is daily evidenced by the way we serve our customers, and what they say about us when they leave our doors.

We are a service business. People who work hard at building trust with customers, communication, people and customer relations skills will get glowing reports. Obviously, if you don't earn a customer's trust, the opposite is true. And when do you start serving customers? The minute they walk in - you see nothing replaces the impressions we make on our guests like the way we treat them as individuals.

Do our customers trust us? If the answer is yes, then our philosophy of "It's all about the people" is working.

I do realize none of us are perfect (even me!) but I believe in being people of integrity. We are a trustworthy business filled with honest people, and that is why we have been able to thrive in a very competitive environment for a long time. For this, I thank each of you.

Keep up the good work.

*Larry C. Morgan*



# With Great Power Comes Great Responsibility



**BRETT MORGAN, CEO**

The old adage “with great power comes great responsibility” may have been popularized by the Spider-Man movies but it has been around since the 1st century BC. On April 4th Automotive News released their top 150 dealer groups in the United States and for the first time we, the Morgan Automotive Group cracked the Top

10 (coming in at number 8). The list is based on New Car Sales and places us right behind a log jam of public automotive groups; as we are now the 2nd largest private auto group in the country. In the past I'd probably dismiss our placement with AN's Top 150 as “just making another list” (we do make a few) but this feels different. We are in rare air now, especially for a private and people are watching.

Our strength as a group is built from the bottom up and not from the top down. What this means is that our strength is driven by you at the dealership level which makes us stronger as a collective. As Dad says often, “It's all people,” and our strength relies upon individual leadership and performances at the store level. But now at our size and scale our collective strength cannot be denied.

So again, with great power comes great responsibility.

The world is watching and the stakes are higher now. We have built a tremendous reputation within our industry. We must continue to innovate and lead from the front. We must continue to take advantage of the best practices and group thought that our scale provides. We must double down on defining professionalism in our space. This means caring for our teammates and their growth as if our lives depend on it. It also means making great effort to ensure a compliant performance is made in all arenas. We must also continue to educate ourselves in the realm of cyber security - our size makes us a sizable target.

I know we are ready for the challenges of tomorrow, because with great power comes great responsibility.

I am so pleased to announce that Morgan Automotive has cracked Automotive News's Top Ten dealer groups in the United States. We are now number 8 in the Top 150 and the 2nd largest private group.

This milestone has been made possible because of you and we are so thankful. Our collective success is created by your effort and strength; your store level leadership and performance. We hope you join us in celebrating this wonderful achievement.

*Brett Morgan*

## Rankings get shuffled after acquisitions

C.J. Moore  
cjmoore@crain.com

**F**ocusing on acquisitions fueled Morgan Automotive Group's success in 2021, a year in which the retailer's new-vehicle sales grew by nearly 46 percent.

The Florida dealership group for the first time broke into the top 10 on *Automotive News'* annual list of the top 150 dealership groups based in the U.S. Morgan Automotive sold 80,951 new vehicles in 2021 and moved from No. 11 to No. 8.

Morgan Automotive added eight dealerships in 2021, bringing its total to 53. The group's vehicle sales at its existing stores increased by 18 percent, CEO Brett Morgan said.

“Roughly 6, 7,000 of those units were coming from same-store basis, and the rest came from new acquisition,” Morgan told *Automotive News*.

Morgan's latest acquisition came in October when it bought seven luxury- and import-based stores in Tampa, Fla., its largest market based on store count. All 53 of Morgan Automotive's dealerships are in Florida and that's where company leaders still see the best opportunity for adding stores.

“We've had a pretty stable presence in places like Gainesville, Ocala, north Florida, obviously the Tampa Bay area, where we have 21 stores now,” Morgan said. “I think there's enough opportunity to keep us busy and excited here in Florida.”

### Consolidation effects

The effects of the surge in acquisition deals made in 2021 were seen across the list and led to the biggest changes in the top 10 in years. Longtime No. 2 Penske Automotive Group fell one spot, as Lithia Motors Inc. continued its acquisition-fueled charge up the list, taking the runner-up spot.

And while AutoNation Inc. remained No. 1, its lead on Lithia is small. AutoNation retailed 262,403 new vehicles last year, up 5.1 percent, while Lithia retailed 290,738 new vehicles, up 52 percent. Lithia in April last year purchased the 34-store Suburban Collection, No. 21 based on 2020 sales, and made numerous



Morgan: Big sales boost from acquisitions

other acquisitions in 2021.

Group 1 Automotive Inc., which in November acquired Prime Automotive Group, No. 18 in the 2020 ranking, remained at No. 4.

Asbury Automotive Inc. took the No. 5 slot, bumping Hendrick Automotive Group to No. 6. Asbury retailed 109,910 new vehicles in 2021, up 15 percent. Hendrick retailed 103,949 new vehicles in 2021, up 1.2 percent.

Asbury closed 2021 with its \$3.2 billion acquisition of Larry H. Miller Dealerships in December, adding 54 franchised dealerships. That, plus other acquisitions, gave Asbury 162 dealerships to end the year compared with 91 at the end of 2020. Larry H. Miller ranked No. 8 on last year's list with 2020 retail sales of 61,097 new vehicles.

To round out the top 10, Sonic Automotive Group Inc., which acquired last year's No. 42 RFJ Auto Partners Inc., stayed at No. 7, ahead of Morgan Automotive. Ken Garff Automotive Group stayed at No. 9, and David Wilson Automotive Group stayed at No. 10.

The dealership groups in the top 10 collectively sold 1,403,893 new vehicles,

including fleet vehicles, or 9.3 percent of the U.S. light-vehicle market, according to the Automotive News Research & Data Center, which compiles the list. Sales from the companies in the top 10 made up 38 percent of the top 150's total new-vehicle sales.

The 150 companies on the list collectively retailed 3,466,636 new vehicles, an increase of 8.3 percent vs. 2020. Their combined retail and fleet sales were 3,652,826 new vehicles, or 24.3 percent of the industry's total new light-vehicle sales of 15,060,287 in 2021.



Gates: “A very frothy market”

### Major movers

Some large dealership groups that may have qualified for the top 150 declined to respond to *Automotive News'* survey. Those retailers included Berkshire Hathaway Automotive, which perennially placed among the top 10 under its former owner, Van Tuyl Group. Another retailing giant that did not participate is Automotive Management Services Inc. of West Palm Beach, Fla., which supports the group of stores owned by Terry Taylor.

Twenty-one dealership groups rose 10 spots or more. Car Pros Automotive Group jumped

30 spots to No. 55, the largest upward shift on the list.

Other major gainers were Carter Myers Automotive Group, up 29 spots to No. 88, and Swickard Auto Group, up 27 spots to No. 64. Swickard, of Gladstone, Ore., retailed 14,107 new vehicles in 2021, up 41 percent, as it added four stores last year, said Greg Gates, Swickard's vice president of business transformation.

The new dealerships, same-store gains and additional returns from Swickard's acquisitions in 2020 fueled last year's sales increase, Gates told *Automotive News*.

While uncertainty made dealership buyers scarce the first few months after the March 2020 onset of the coronavirus pandemic, it seems like everybody's a buyer these days, Gates said.

“That competition could affect Swickard's prospects for adding stores in 2022. The group is sticking with its Oregon, Washington state and California markets, he said, but company leaders are open to expanding if they could build a platform of two or three or more stores.”

“Obviously, it's a very frothy market right now,” Gates said.

Eight groups on this year's list fell by 10 or more spots.

Rosatti/Plaza Auto Group of New York City tumbled the farthest, dropping 39 spots to No. 97. Curry Automotive of Scarsdale, N.Y., fell 16 spots to No. 106, and Wallace Automotive Group of Stuart, Fla., fell 15 spots to No. 118.

Wallace Automotive's retail sales dropped 23 percent, and CEO Bill Wallace said the persistent shortage of new vehicles was a factor.

“We went the entire year with our complete group never having more than about 12 or 15 days' worth of new cars,” Wallace said. “The group offset the declines by aggressively buying and selling late-model used vehicles, he said. Wallace Automotive's used-vehicle sales soared by 30 percent last year.”

“We just got very aggressive on that end of things, and probably paid too much for a lot of them, but turned around and retailed them for more than that,” Wallace said. **ENR**

# Great Start To 2022



**JOERG "JOE" SCHLUETER**  
Vice President of Fixed Operations

A Happy New Year has started as we say goodbye to a very challenging yet successful 2021. Between COVID, chip shortages, staffing challenges and competition, we endured many great things to be thankful for. I would like to thank all the fixed ops teammates for their incredible efforts and the continued support you give

to each other and MAG. As Larry says, "It's All People".

2022 is going to be equally successful. It has been defined by the industry as the year of the used car. With chip shortages looming and new car production at very low levels, used cars become the major focus. As it relates to our fixed business, today's average vehicle age on the road today is 12 years old and growing. In simple terms, without new car availability, people will buy used cars or keep their cars running. The need for service and parts has never been higher. Think about this, a new car only has minimal requirements for the first few years that it is on the road. A used car will have many service needs almost immediately once it is sold. From reconditioning to worn parts and higher levels of maintenance. The climate for parts and service for the coming years is VERY good.

As we continue to grow and promote from within, we have added multiple levels of training and opportunity to MAGs training line up. We have hired technician trainers in multiple locations to train new entry level technicians. We have added a larger spectrum of parts training to include a parts college. Designed to train top parts performers for future managerial positions. The same for service is true. We have launched an entry level service management class as well as a service financial class starting in March to be followed by a third fixed class that will include process execution, onboarding, production and marketing. In summary, there has never been a better time for fixed operations. Our opportunities are endless. Let's ask for the sale and take care of each and "every customer, every time"!

## Greater Tampa Bay Service Drives Support Of American Heart Association

I wanted to take a moment and thank all of our stores and all of our participants for a very successful fundraising campaign. We raised over 34k in total for the American Heart association in February. As promised, our final report is attached. Congratulations to all of our winners including **Grand Prize winner and an all expenses paid trip to Mexico – Zoie Jones, Subaru of North Tampa.**



# Recent Promotions



**TOM MOORE, COO**

This month I wanted to highlight a few of the ways that Morgan Auto Group provides opportunities for our team members to advance their careers, and to highlight a few examples of Morgan Auto Group team members who have taken full advantage of some of those opportunities. Let me start by saying this, every company likes to tell the story of how they promote from within, but the truth is they rarely do. In a little more than a decade we have grown from a handful of dealerships to a current total of 53 dealership located throughout the state of Florida, with almost all of that growth coming via the acquisition route. Along the way, a huge portion of our team members have grown in their careers right along with us. By having team members who were able to step into elevated roles as we acquired more stores, we have been able to continue to grow and prosper, while maintaining our core values and operational processes that makes us unique. As Larry Morgan reminds us daily, it is all people, and we have the best in the industry!

So, let me take a moment to list a few of the training and development opportunities that we provide:

- NCM Institute - We maintain a membership which allows us to provide a curriculum of outstanding courses offered at the NCM

headquarters in Kansas City. These courses cover all facets of our business, such as variable, fixed, and accounting. There are courses for those who are looking to gain the skills to improve in their current position, and for those who are looking to gain the skills that are necessary to take the next step in their career.

- MAG Leadership Academy - This is annual class that is built along the lines of the NADA/NCM Dealer Academies. Each year nominations are put forward by our General Managers for MAG team members they feel could either run one of our dealerships, or use the skills they would learn in this intense learning environment to be far more efficient in their current leadership position.

- MAG Fixed Operations Development Classes - This is a relatively new initiative where the MAG Fixed Ops support team is leading regional training classes for Service Advisors, Parts Advisors, and other fixed operations team members who wish to learn the skills that would be needed for them to successfully transition into a leadership position in one of the dealerships fixed operations when new opportunities become available. Our goal is to promote our current team members, as opposed to recruiting from outside our MAG organization, and we think this has great potential to help us accomplish those goals.

- MAG Variable Operations Development Classes - This is in the development stages and will be rolled out very soon. It will mirror the fixed operations effort in a lot of ways and will allow our salespeople, F&I advisors, and other members of our variable operations the opportunity to learn the skills to successfully transition into a leadership role in the variable operations.

- MAG Accounting Development Classes - On a monthly basis,

all Controllers and Office leaders participate in automotive specific accounting and leadership training presented by the CFO and other Executive staff members. In addition to this course, each quarter, MAG will be offering a basic accounting class for teammates who would like to learn the basics of Automotive financial statement accounting. This should provide tremendous opportunity for growth for our accounting team members and fill our future needs for accounting leaders from within.

Technician Development Initiative - This is a fairly new initiative as well, one which will allow our team members who have joined our technician team fresh out of tech school, or perhaps with very little formal training, to work closely with an experienced and highly qualified full time trainer to learn the skills needed to advance their career, and start on the path to becoming a certified master technician someday. If your dealership doesn't offer this yet, stay tuned as we roll it out throughout MAG.

This is only a portion of the initiatives that we have in place to help our teammates advance their careers and provide a greater standard of living for them and their families. For this, and so many other reasons, MAG is truly a special company and the best automotive group in the industry. As I said earlier, our growth has been spectacular in the last decade, but the best is yet to come, and we owe it all to you....our Morgan Auto Group team!

Let me close with this. Below is a list of a few of our MAG teammates who have been promoted recently and their new title. This list is not all encompassing, and there are many more that I could list, but this should clearly illustrate MAG's commitment to helping our teammates achieve their dreams and aspirations. Congratulations to all of you!

# Recent Promotions

Bruno Pigano GM

Don Glorius GSM

Misty Nesselroad Director of Mergers and Acquisitions

Courtney Cohen GSM

Randy Bhikha Sales Leader

Kim Willard MAG Corporate Controller

Justin Brooks Shop Foreman

Emmanuel Pacheco Internet Leader

Taylor Spring Controller

Patrick Cagle Parts Leader

Telmaque Freeman Parts Leader

Thomas Beddow Asst. Controller

Ed Gregory Service Leader

Julian Castro Parts Leader

Priscilla Solano Lead Biller

Dallas Humphries Sales Leader

Mario Corro Parts Leader

Marisa Underberg Office Leader

Andrew Manalis Sales Leader

Arisa Melendez Service Leader

Judith Diaz Human Resources Leader

John McCarthy Sales Leader

Adam Hoot Service Leader

Josh Napier Internet Leader

Brianna Bean MAG Director of Personnel Engagement

Paul Gomez Service Leader

Alex Campos Finance Leader

Jesse Alonzo Internet Leader

Antonio Pedrosa Flat Rate Tech

Kaylynne Hearne Finance Leader

Kraig Kennington Finance Leader

Tyler Sterner Flat Rate Tech-Diesel

George Xenos Controller

Jessie Philips Finance Leader

Liz Hernandez-MAG E-Commerce Director

Sam Ryan Finance Leader

Brandon Beddow Shared Accounting South Controller

Thanks for a great first quarter – looking forward to what we accomplish as a team in the next!

*Tom Moore*

## MAG Recognition

### Mercedes Benz of Gainesville Accolades



# MAG Recognition

## Arrigo Sawgrass Accolades



We are Super Proud of the 2022 Dealer Rater Chrysler and Dodge dealer of the Year award for the entire United States and being the 2022 Dealer Rater Chrysler, Dodge, Jeep, Ram Dealer of the Year for the entire state of Florida. Thank you team for your efforts!

## Morgan Auto Group Parts College Graduating Class



We're pleased to announce our first graduating class of the Morgan Auto Group Parts College. These up-and-coming future leaders successfully completed our first ever parts college. The college consist of five two-day in-depth classes on operations, inventory control, marketing, personnel, and financial. Congratulations to Julian Castro our first student promoted

to Parts Manager of Land Rover of Tampa. We also want to recognize the following graduates: Josh Bahr Nissan of Wesley Chapel, Brandon Martin Honda of Gainesville, Mario Corro KIA of Wesley Chapel, Justin Perez Toyota of Tampa Bay, Randy Bottass Ford of Port Richey.



# MAG Recognition

## Tech Trainer Open House By Steve Duncan



With MAG's initiative on training and growing automotive techs, Brandon Honda stepped up to host a field trip for the local technical school programs. The vision for our Technician Open House on January 25 wasn't just to show them how great our dealership is -- we wanted to show them that we truly care about their continued success.

Sure, getting a job to start their career is nice. But they will need so much more to be successful in this industry. I graduated from a technical school and was tossed into a tech position with little guidance. Armed

with just my school training, I had to learn how to survive in a flat rate position. Our new training program is designed to break that cycle. My focus is to bridge that gap between tech school training and being a self-sufficient flat rate technician. We teach product knowledge and training as well as time management skills that allow them to thrive. We make sure our trainees know they are not alone in their new positions and that Brandon Honda will continue to support them. I enjoy being part of the process of taking express techs from just a job and giving them a career.

# Fan Mail

We love hearing about our customers experiences and are proud to have such an outstanding team. Keep up the great work!

## *Honda of Ocala*

I would just like to say that my entire experience at Honda of Ocala was amazing. The car buying process can be stressful at times and Alex Bowers made it as smooth and pleasant as possible. He was helpful, knowledgeable and genuinely kind. I will constantly sing his praises to anyone looking to buy a vehicle. I couldn't be happier with my experience from start to finish.

— Sarah

## *Westshore Mazda*

Came in for oil change today. Very pleased with my experience. All employees provided excellent service. Especially impressed with Ben, the mechanic. The video text is an outstanding idea. Will definitely return and pass along my review to my friends!

— Chris Snyder

## *Honda of Ocala*

I just wanted to tell you, I am a snowbird and have used your dealership 2x and this has been the BEST service Department I have EVER dealt with. Kudos to Doug Mckee. He had me in and out with everything explained, mechanic video (so impressed, never had that before Sweet!!! paid and I was on my way before I had even settled down to read my book. Please tell Doug "THANK YOU" for me, I really appreciate being treated like I am special!! By the way, I do have a Honda dealership closer to me.

— Phyllis

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AUTOMOTIVE GROUP  
FAN MAIL

# Around Town

## NADA And Women In Automotive

We are proud of our Leadership Team including our **CFO Kelly Ross** who joined a panel at NADA in discussion on women in automotive



Kelly Ross, CFO at NADA

## Hook-A-Hero

Hook-A-Hero team was put together at KIA Wesley chapel – where the funds from the clay shooting event helped to support first responders and their families with providing tools and activities needed to successfully navigate their healing journey.



# Around Town

## Charity Polo Classic



Pictured left: George Mantzaris - of Sun Toyota Collision Center and Board Member of Charity Polo Classic with his wife Lettie.

Morgan Auto is the title Sponsor again this year for Charity Polo Classic held in Plant City in February. Many of our Morgan Auto team members are involved in this memorable fundraiser that supports local charitable organizations around Tampa Bay. The 2022 event raised over 275k!



## Gasparilla Music Festival

Morgan Auto Group was a proud sponsor of this year's Gasparilla Music Fest. Our CEO Brett Morgan has played an integral role as a board member in planning this incredible 3-day music event held in downtown Tampa. This event is also a fundraiser benefiting the gift of instruments through its recycled tunes program.



## American Heart Association Heart Ball



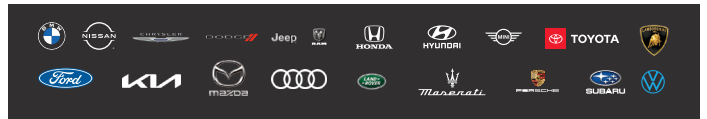
## BMW of Tampa



**MORGAN**  
AUTOMOTIVE GROUP

21 TAMPA BAY DEALERSHIPS  
[MorganAutoGroup.com](http://MorganAutoGroup.com)

Morgan Automotive Group proudly supports the American Heart Association in their quest to be a relentless force for a world of longer, healthier lives. We were honored to complete a February Challenge in our service drives across our greater Tampa Bay stores raising \$34,000 in total for AHA!



Morgan Auto groups continued support of American Heart Association.

In addition to the service drive fundraiser, this year Morgan Auto Group continued their support of American Heart association with a live auction of a 2022 M Sport 230i Coupe from BMW of Tampa at the Heart Ball.

# Around Town

## Techs Xtreme Xperience



We had 24 winners of the first round of the technician contest drive the West Palm Beach Internal Race Way and participate in the Xtreme Xperience.

Some of the team members shared their feedback:

“Had an amazing time. Thank you guys so much. Working for the best means a lot. I strive to show professional work here at Jerry Ulm Dodge.” - Chris Hebb

“Just wanna say thank you so much for the great time. It was a once in a lifetime experience! Beyond thankful for the opportunity at such an amazing time.” - Rich Nocero

“I really enjoyed the experience!” - Derrick Young



## Volunteer Opportunities

For more than 5 years the Subaru Team have volunteered to deliver prepared meals to those in need. We have joined Meals on Wheels Tampa and their volunteer's program to be part of this great cause by visiting recipients the second Wednesday of every month. To find out how you can help please visit [MOWtampa.org/volunteer](http://MOWtampa.org/volunteer) or visit [Mealsonwheelsamerica.org](http://Mealsonwheelsamerica.org) for opportunities in your area.

We also raised \$19,914.33 in the last QT for this wonderful organization through the Subaru Share the Love campaign. In the picture Scott Roderick (Sales Associated) and Pisandro Moncion, GM doing our Wednesday route.

## Good Hearted Section

### Employee Spotlight: Wanda Matthews



Wanda Matthews is our Porsche Customer Experience Manager at Porsche Tampa.

Exemplifying the Porsche experience, we are grateful for all that Wanda brings to our team and customers. With over 7 years at this store, she shares her southern hospitality with us by means of radiating joy, bringing delicious baked goods for us to enjoy, and caring for our team members above and beyond, including coordination of care for a recent health scare with a fellow teammate. From the bottom of all of our hearts, thank you for being an example of kindness and compassion - we appreciate you!

Sincerely, Ed and your Porsche team.

### Employee Spotlight: Matt Mincemeyer

Congratulations to Matt Mincemeyer for his promotion from Service Advisor at Land Rover Tampa to Service Manager at Jaguar Land Rover Ocala. Matt started at Reeves in 2012 as a porter, transferred to service BDC and then became a service advisor.

Congratulations on your promotion Matt, thank you for all that you do!



# Good Hearted Section

## Employee Spotlight: Brianna Harris

Brianna Harris, part of our Morgan Insurance Services team at Sun Toyota, consistently obtains her sales goals and has been noted with great customer service among her customers. With a solid partnership with the sales and finance staff at Sun Toyota, she has gone from starting with no experience in insurance back in 2020 to surpassing her bonus milestones!

When Brianna's car became no longer safe to drive, the team at Sun Toyota surprised her with a 2019 Toyota Corolla and personally donated money to assist Brianna with her down payment. What a great showing of support by our team for our hardworking, customer centric Brianna!



## Employee Spotlight: Regina Smego



"I believe in using resources to help me get the greatest success. Strayer does offer tutoring, but I wanted a more inclusive option so I use Varsity Tutors. It's been a big help for me to stay engaged and on track with my studies. Experience has been awesome, more than I could have imagined. Initially feeling like I'm too old to go back to school, I went ahead and enrolled. I was thinking C's get degrees upon enrolling, never thought I'd make honor role. I really have enjoyed the chance to have FREE college and I'm so proud of myself. My favorite course so far has been in Writing and Editing - which lead me complete a book I wrote many years ago and sell it on Amazon. I also have been able to inspire my sons through my decision to go back to school. That in itself is so meaningful to me. I told them, if I can do it you can do it!" - Regina Smego, CDJR Arrigo.

## Team Member Highlight

# GAINESVILLE



### Matt Howell, GBGMC

Matt Howell, Assistant Service Manager at GBGMC pictured with his daughter Elizabeth (9 years old) at a Soap Box Derby race for Scoots. They built the car and came in second place overall, along with first place in show and design!

# Good Hearted Section

## Team Member Highlight



### Jessica Counts Story – My Journey To A Healthy Lifestyle

In May 2019 my nephew passed away. I was in a management position at the time I did not feel I was fulfilling my full potential as my mind was elsewhere. With my sadness, I turned to food and alcohol as a crutch and gained a lot of weight. I took a step back into sales as I did not want to leave Brandon Honda – my second family here with all my family in New York. A little over a year ago I had health scare; fortunately, everything was okay, but that doctor's visit woke me up to how much weight I had gained. I knew I had to make a change. I started with Keto and exercise, lost 20 pounds, and started feeling a little better while I had more to go. In June 2021 I finally got to go home to New York to see my family when my brother and sister-in-law were blessed and had another baby. The trip to meet him was my turning point. Holding him as he smiled was like a light that started shining in me again. My mindset changed and I wanted to do anything I could to be successful in my weight loss and be myself again at work. I continued eating low carb and started working out even more; now I rarely even drink and since have lost another 50 pounds, a total of 70!



# Good Hearted Section

## Team Member Highlight

### Jessica Counts Story – My Journey To A Healthy Lifestyle (Continued)

A huge part of my success is the support I got from my second family at Brandon Honda. They held me accountable and encouraged me. I feel stronger than I ever have, and now I am blessed again to take back my position as a manager here at Brandon Honda. Nelson Mandela once said, “The greatest glory in living lies not in never falling but rising every time we fall.” Use those around you give you support in those times and rise above!

If you are interested in exploring options for creating a healthy lifestyle and enjoy the Morgan Auto Benefits, the go365 app has several great ways to help support that journey. From tips to accountability to coaching (and rewards!) - there are plenty of resources available Or if you are struggling with any personal issues, please don't hesitate to use the hotline available at:

**Phone support:** 1-800-854-1446

**Online support:** [unum.com/lifebalance](http://unum.com/lifebalance)

**In-person:** You can get up to three visits, available at no additional cost to you with a Licensed Professional Counselor. Your counselor may refer you to resources in your community for ongoing support.



# Westshore Mazda

Westshore Mazda

### Abdullah Tamari

Abdullah Tamari joined our crew when we were in the trailer and his mission was to show us he deserves to be a finance manager for our store. He was our #1 salesman 8 months in a row and since then we have promoted him to our Internet Director, as well as sent him to JMA finance school training which he has successfully passed. He continues to work hard and we are excited to soon have him in the role of finance manager. – Jaafar Harake, Westshore Mazda

### Lauren Kate Silva

Lauren Kate Silva was 18 years old when she was hired straight out of high school. We felt she was motivated and a hard worker and she proved us right. Her first month was tough as they can be for many - but she has stayed dedicated to the process and improved hitting 20 cars sold in her 4th month. This shows it doesn't matter how old you are or what your skill set is walking in to this industry. But if you have the mindset and will to improve you will succeed. – Jaafar Harake, Westshore Mazda



# Good Hearted Section

## Team Member Highlight



**Daniel Manalis and Xavier Ayers from Rountree Moore Kia**

These two stellar salespeople took the initiative on their own to request to paint our 4 sales cubicles. The cubicles had scuff marks from chairs and etc as they do over time - and Daniel Manalis and Xavier Ayers came in early on a Sunday morning at 730 am and painted them! It's great to see the leadership set forth by these two. Thank you both!! - Josh Kawcak General Manager



**Bob Parr  
- Central Florida Chrysler Dodge Jeep RAM**

Customer service is one of the most important parts in any industry. Not everyone can master this skill, but the ones that do they take it to another level.

Bob Parr, a service advisor in Central Florida CDJR has customer service skills that are second to none. With the highest overall CSI score for any advisor that got more than 10 surveys last year at 953.1, his attention to detail had him also have the

highest fixed first visit score of 95.1 last year, this correlating with him spending quality time with his customers and getting all the information the first time.

Mr. Parr has the highest dealer rater rated service employee. He also is in the top 25% for customer pay repair order value, being also the first to take up a responsibility that others will say "that's not my job."

Bob is a rockstar in our service department.

- Craig Smith

# Good Hearted Section

## Growth is Possible in Today's World of Automotive Repair

By Dee Brack



**Nick Chama, Erik Kraft, and Andrew Vislosky - GM at West Palm CDJR**

Here is a success story I thought all of Morgan Auto Group should hear. I was at West Palm Beach CDJR touching on technician development. That day we chose a few mentors to head a new program including a Heavy Line Diesel Technician with an immense amount of talent and dedication - Erik Kraft - head strong technician who is self-motivated. When Erik is not working, he enjoys Competitive Bass Fishing and spending time with his lovely wife and three wonderful children. Erik is a native to West Palm Beach and truly a great person in the community. So here is where the story really starts. His first apprentice Jacob Armus was eager to learn, and

Erik was ready to teach and in four short months Erik brought Jacob up to speed as a Heavy Line Technician. After graduating Jacob, Erik was ready for the challenge once again. Nick Chama showed a great deal of talent and ambition right out of the gate. Nick is always smiling and ready to step up to any challenge put in front of him. From Zambia, he now calls West Palm Beach his home with his lovely wife and precious 8-month-old daughter. When not working, Nick enjoys riding Vintage Motorcycles and spending time with his beautiful family. (And smiling, trust me, he is always smiling). On 2/7/2022 I was visiting the store and asked to write a New

Pay Plan for a technician – to my surprise it was Nick Chama. Erik had mentored Nick into a Heavy Line Diesel Technician in only four months saying it was easy, you guys gave me great students. Erik shared that anyone can teach people how to change fluids, I put the guys right into the bigger jobs. He said most of the time your fluid change is necessary to complete the jobs. Each repair or diagnosis opportunity that rolled or pushed in was another learning opportunity. Erik would work side by side with Nick on every repair or diagnosis opportunity. He would go through the necessary inspection steps and guide Nick through the repair procedure. Nick was quick to catch on to all the knowledge Erik was sharing. Erik told me it was truly a pleasure working with Nick. He said Nick is quick to learn and always smiling, even when he shouldn't be. Starting out in life as a Lube Technician myself, I truly know how great these accomplishments are.

I know you are both a Key Part of the Success at Arrigo CDJR West Palm Beach and we all appreciate you very much.

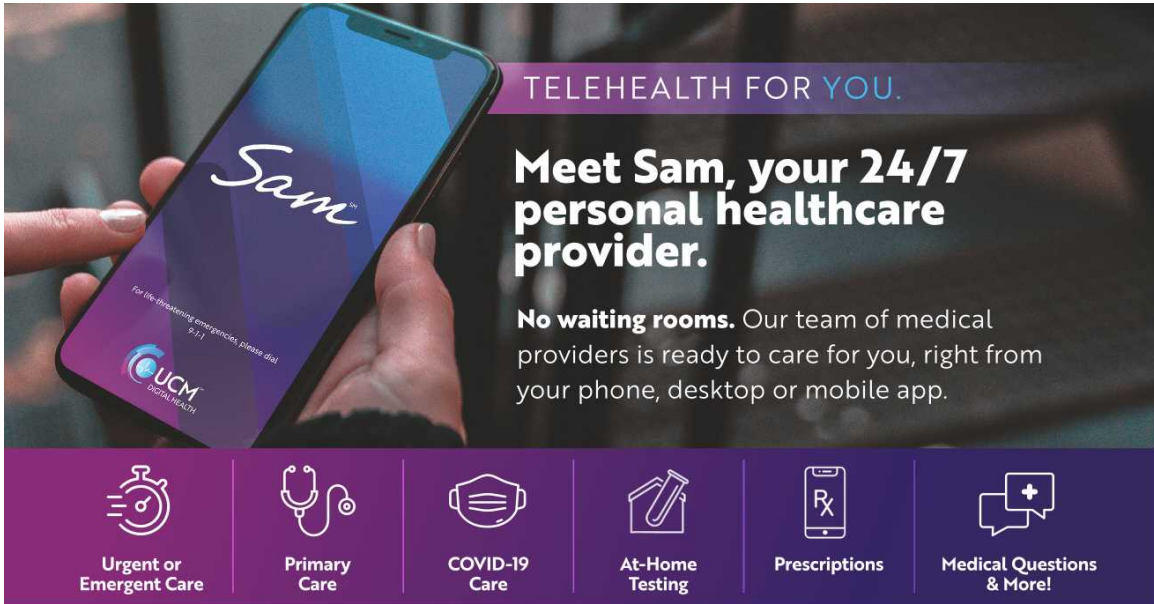
Thanks for all you do,

Your Proud Co-Worker and Author:  
Dee Brack

# HR Corner

As all teammates are aware, Morgan Automotive Group changed our medical coverage effective 1/1. Did you know that we also changed our telemedicine provider? Get excited for an enhanced telemedicine experience with United Concierge Medicine(UCM). United Concierge Medicine is available 24 hours a day, 7 days a week for personalized care. Unlike other telemedicine options, United Concierge Medicine is staffed with doctors that can diagnose and triage a

wider array of medical conditions than the average telemedicine solution. Whether you need assistance with common or complex conditions, United Concierge Medicine care coordinators can schedule labs, imaging, and other services as needed. United Concierge Medicine is proud to have a 95% patient satisfaction rate and seven-minute average wait time to speak with providers. Gain back valuable time by calling and scheduling an appointment.



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- Primary Care
- COVID-19 Care
- At-Home Testing
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- Medical Questions & More!

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(844-484-7362)

# HR Corner

## Tips For Hiring



We all know how competitive it is to hire quality team members these days. While our turnover is slowly improving, it is still important to recruit the right people right now. This current employment environment is putting a lot of pressure on us to ensure we are getting the right person for the job. The last thing we want is to restart the expensive hiring process because a new team member walked out after a couple months or weeks, or heck a couple of days!

One of the most important steps: Talk with the new team-members soon after they arrive to uncover potential problems that can cause turnover. Don't wait until performance or behavior shows problems or when you are asked to do a performance correction. By then, the team-member could be halfway out the door.

Make it a point to meet with new hires well within the first 60 days of them starting. Start by reminding them you're glad they're part of the organization and you value their input. Then, ask some of the following questions.

Your goal: Discover their likes/dislikes about the job and environment, see if the job meets their expectations and try to stop and problems before they start:

1. Why do you think we selected you as a team-member?
2. What do you like about the job and the organization?
3. What's been going well? What are the highlights of your experiences so far? Why?
4. Do you have enough, too much or too little time to do your work?
5. How do you see your job relating to the organization's mission?
6. What do you need to learn to improve? What can the organization do to help you become more successful in your job? (Don't ask these two questions unless you are prepared to follow up with action. Otherwise, you can build false expectations).

# HR Corner

## Tips For Hiring

7. Tell me what you don't understand about your job and about our organization.
8. Compare the organization to what we explained it would be like.
9. Which co-workers have been helpful since you arrived? (Goal: Pinpoint which team-members can be influential in retaining the new hire.)
10. Who do you talk to when you have questions about work? Do you feel comfortable asking?
11. Does your supervisor clearly explain what the organization expects of you?
12. How does it go when your supervisor offers constructive criticism or corrects your work?
13. Do you believe your ideas are valued? Give examples.
14. How well do you get along with co-workers?
15. Have you had any uncomfortable situations or conflicts with supervisors, co-workers, or customers?

Tip: Finish the discussion by asking team-members if they have any questions for you or suggestions on how the job can be managed better.



# Financial Wellness

## Planning Ahead And Your 401K Options



It is widely believed that financial understanding impacts a person's overall economic success. In fact, studies have shown that individuals who are exposed to economic and financial education at an early age are more likely to exhibit positive financial behaviors when they are older.

Whether you are just starting out and beginning to manage your own finances or simply want to stay on top of your current financial situation, it's

important to always keep these basic principles of financial understanding in mind.

1. Create a budget and stick with it. A budget helps you stay on track with your finances. Start by identifying your income and expenses. Next, compare the two totals to make sure you are spending less than you earn. Hopefully, your budget is still on the right track. If you find that your expenses outweigh your income, you'll need to make some adjustments. Finally, while straying from your budget from time to time is normal; once you have a solid budget in place it's important to try to stick with it.
2. Set financial goals. Setting goals is an important part of life, particularly when it comes to your finances. Short-term goals may include saving for a new car or building an emergency fund, while long-term goals may take more time to achieve (e.g., saving for a child's education or retirement). You can take advantage of the 401k employer match programs that Larry Morgan has set forth to maximize on contributions that can help escalate your long term goals. Over time, your personal or financial circumstances will most likely change, so you'll need to be ready to make adjustments and re-prioritize your goals as needed.
3. Manage your credit and debt. Reducing debt is part of any healthy financial plan. Whether you have student loan debt, an auto loan, and/or a credit-card balance, you'll want to pay it down as quickly as possible. Start by tracking all of your balances while being mindful of interest rates and hidden fees. Next, optimize your repayments by paying off any high-interest debt first and/or taking advantage of a debt consolidation/refinancing program.
4. Protect yourself. When it comes to insurance coverage, are you adequately protected meaning do you have enough coverage? Having the appropriate amount of insurance to help protect yourself against possible losses is an important part of any financial strategy. Your insurance needs will depend on your individual circumstances and can change over time. As a result, you'll want to make sure your coverage properly aligns with your income and family/personal circumstances.

These tenure reports are based on hire dates in Q1 as of 3/1/22.



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# Tenure Report

## 30 + Years

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Jerry Kennedy, Nissan Of Clearwater

Donald Periana, Maserati Tampa

Alan Snyder, Nissan Of Orange Park

John Neglio, Harborview

# Tenure Report

## 25-29 YEARS

GREGORY  
WILLIAM  
STEPHEN  
DANIEL  
PAULA  
ANTHONY

GAMBLE  
SIMMONS  
DUNCAN  
SHELLEY  
MACHIA  
TASSILLO

Sun Toyota  
Nissan of Clearwater  
Brandon Honda  
Rountree Moore Ford  
Toyota of Tampa Bay  
Nissan of Clearwater

## 20-24 YEARS

DEAN  
AMARPAL  
WILLIAM  
SCOTT  
THOMAS  
JOSE  
BARNA  
ERIC  
JULIO  
DENNIS  
STEPHEN  
LARRY  
TONI  
LISA  
KATHERINE  
PAUL  
WILLIAM

KING  
BHAMRA  
WOFFORD  
MORRISON  
CARAMELLA  
SANTIAGO  
MESZLENYI  
BURNS  
VITERI  
SMITH  
OSBORNE  
SMITH  
PARKS  
LACOUNT  
DILUZIO  
LEDUC  
CARDENAS BARRERA

Porsche Tampa  
Land Rover Tampa  
BMW of Tampa  
Brandon Honda  
Jerry Ulm Chrysler Dodge Jeep Ram  
Toyota of Tampa Bay  
Gainesville Buick GMC  
Gator Ford  
BMW of Tampa  
BMW of Tampa  
Harborview  
Gator Ford  
Honda of Fort Myers  
Shared Accounting - South  
Shared Accounting - MIM  
Arrigo Chrysler Dodge Jeep Ram -West Palm Beach  
Arrigo Chrysler Dodge Jeep Ram -West Palm Beach

## 15-19 YEARS

RUFUS  
WILLIAM  
EDGAR  
DAVID  
ANTHONY  
KYLE  
GARY  
MATTHEW  
CINDY  
MARIO  
GREGG  
GARY  
GEORGE  
KURT  
DUKE  
KENNETH  
MICHAEL  
SHAWN  
KENNETH  
DAVID  
DWAYNE  
MATTHEW  
JONATHAN  
BRIAN  
DANG TUAN  
YVES  
JOSHUA

BOYNTON  
KARRELS  
LOPEZ  
FREEDMAN  
LOONEY  
LAMPP  
ARABACI  
NOLAN  
HAYES  
MORALES  
GRIFFIN  
OLSON  
DAMM  
PETERSON  
HARDING  
MCKNIGHT  
FLANNERY  
TERRY  
JONES  
LEVINE  
RICHARDS  
WILLIAMS  
CRENSHAW  
LARKIN  
NGUYEN  
GEMEDY  
HEILMAN

Arrigo Chrysler Dodge Jeep Ram -West Palm Beach  
Hyundai of Fort Myers  
Hyundai of Fort Myers  
Land Rover Tampa  
Westshore Honda  
Brandon Honda  
Hyundai of Fort Myers  
Toyota of Tampa Bay  
Arrigo Chrysler Dodge Jeep Ram -West Palm Beach  
BMW of Tampa  
Toyota of Tampa Bay  
BMW of Sarasota  
Central Florida Chrysler Dodge Jeep Ram  
Jerry Ulm Chrysler Dodge Jeep Ram  
Honda of Ocala  
Central Florida Chrysler Dodge Jeep Ram  
Nissan of Orange Park  
Nissan of Orange Park  
Nissan of Orange Park  
Arrigo Chrysler Dodge Jeep Ram - Sawgrass  
Arrigo Chrysler Dodge Jeep Ram -West Palm Beach  
Audi Tampa  
Audi Tampa  
Maserati Tampa  
Maserati Tampa  
Maserati Tampa  
Sun Toyota



STANISLAV  
MICHAEL  
DAVID  
ROCHELLE  
RICHARD  
LARRY  
THOMAS  
EDWIN  
RICHARD  
CARLOS  
JOSEPH  
KYLE  
JASON  
NICHOLAS  
GERALDINE  
BONNIE  
ISOLDE  
RANDY  
MARK  
JOHN  
MELISSA  
CLARA

PETROVIC  
WHITTLE  
HARDCASTLE  
TAYLOR  
MOLDEN  
MORGAN  
ZANIOS  
MOORHOUSE III  
READY  
GERENA  
CRUPPI  
TABAR  
HUNZIKER  
LEFTHERIS  
BURTON  
MEYER  
KENDALL  
SINANAN  
GONDELMAN  
UPSHUR  
CALLERY  
GUTIERREZ

Sun Toyota  
Rountree Moore Ford  
Rountree Moore Ford  
Jerry Ulm Chrysler Dodge Jeep Ram  
Gator Ford  
Harborview  
Sun Toyota  
Arrigo Chrysler Dodge Jeep Ram - Fort Pierce  
Audi Tampa  
Land Rover Tampa  
Maserati Tampa  
BMW of Sarasota  
Volkswagen of North Tampa  
Sun Toyota  
Honda of Fort Myers  
Shared Accounting - Lutz  
Ford of Port Richey  
Arrigo Chrysler Dodge Jeep Ram -West Palm Beach  
Arrigo Chrysler Dodge Jeep Ram - Sawgrass  
Arrigo Chrysler Dodge Jeep Ram - Sawgrass  
Jerry Ulm Chrysler Dodge Jeep Ram  
Arrigo Chrysler Dodge Jeep Ram -West Palm Beach

## 10-14 YEARS

HARRY  
GARY  
NAYCOLLE  
TIMOTHY  
COLLIN  
EDWARD  
KATHLEEN  
KIMBERLY  
STEPHEN  
HARVEY  
MARIO  
SHANE  
EDMOND  
RYAN  
CHRIS  
PAUL  
STEPHEN  
MICHAEL  
DARYL  
JOSE  
JUSTIN  
WILLIAM  
JARED  
CHRISTIAN  
DINH  
JAMES  
PETER  
TREVOR  
MATTHEW  
JOEL  
EDWARD  
RAMY  
JOHN  
CHRISTOPHER  
NICHOLAS  
DANIEL  
SCOTT  
VICTOR  
JONATHAN  
LIAM  
DONALD

VAZQUEZ  
JARRELL  
WRIGHT  
OSHEA  
KESLEY  
SHEPHERD  
FAVALE  
MURSCOE  
WOLLAK  
MONDRAGON  
OTERO  
WILSON  
CHIOVITTI  
POLING  
CROCIATA  
BRADY  
WILSON  
HERFURTH  
UNGER  
FIGUEROA  
MADDOX  
WHITEHEAD  
HILSTON  
YOUNT  
TRUONG  
HAJEC  
KEEKU  
YEOMANS  
HUNT  
RODRIGUEZ  
YODER  
TARAWNEH  
REEVES  
SCALFANI  
BUCCINA  
LIKE  
STEPHENS  
YOUNG  
MAFFEI  
CUNLIFFE  
ALBRITTON

Honda of Ocala  
Brandon Honda  
BMW of Sarasota  
Gator Ford  
Arrigo Chrysler Dodge Jeep Ram - Sawgrass  
Arrigo Chrysler Dodge Jeep Ram - Fort Pierce  
BMW of Tampa  
Gainesville Buick GMC  
Ford of Port Richey  
Toyota of Tampa Bay  
Brandon Hyundai  
Rountree Moore Ford  
Jerry Ulm Chrysler Dodge Jeep Ram  
Honda of Gainesville  
Ford of Port Richey  
Jerry Ulm Chrysler Dodge Jeep Ram  
Sun Toyota  
Honda of Gainesville  
Brandon Honda  
Mini of Wesley Chapel  
Honda of Ocala  
Gainesville Buick GMC  
Lamborghini of Sarasota  
Honda of Ocala  
Central Florida Chrysler Dodge Jeep Ram  
Jerry Ulm Chrysler Dodge Jeep Ram  
Arrigo Chrysler Dodge Jeep Ram - Fort Pierce  
Mazda of Fort Myers  
Volkswagen of North Tampa  
BMW of Wesley Chapel  
Toyota of Tampa Bay  
Ford of Port Richey  
Gainesville Buick GMC  
Hyundai of Fort Myers  
Jerry Ulm Chrysler Dodge Jeep Ram  
Harborview  
Harborview  
Harborview  
Central Florida Chrysler Dodge Jeep Ram  
Porsche Tampa  
I-75 Used Cars Lake City

ZACHARY  
ERIC  
CARLOS  
MICHAEL  
MICHAEL  
WALTER  
TRINA  
KELLY  
CAMILLE  
TERRY  
GREGORY  
MICHAEL  
MATTHEW  
JACQUELINE  
CHARLES

BECKER  
COSTELLO  
BATISTA CARRILLO  
GUZMAN  
IRIZARRY  
JENKINS  
LESTER  
OWENS  
GREGORY  
SROUR  
KONRAD  
SALVATORE  
MERLINO  
BALLESTEROS  
ECKSTEIN

Maserati Tampa  
Mini of Wesley Chapel  
Jerry Ulm Chrysler Dodge Jeep Ram  
Honda of Fort Myers  
Brandon Hyundai  
Lake City Chrysler Dodge Jeep Ram  
Morgan Insurance Services  
Shared Accounting - Lutz  
Sun Toyota  
Honda of Ocala  
Sun Toyota  
BMW of Sarasota  
BMW of Sarasota  
Arrigo Chrysler Dodge Jeep Ram -West Palm Beach  
Ford of Port Richey

## 5-9 YEARS

EDWIN  
ANGELA  
RADOVAN  
JEFF  
CORTLAN  
ADIL  
ISAAC  
DONALD  
PIERO  
JUAN  
JEREMY  
RODRIGO  
GEORGE  
ALEXANDER  
AKSEL  
ROBERT  
CLARISSA  
ELVIN  
MICHAEL  
ALAGIE  
ALONZO  
MICHAEL  
ROBERT  
SABINA  
ASHLEY  
JOSE  
NEIL  
ANTHONY  
BRYAN  
CARLOS  
ANTHONY  
MANOLO  
RICHARD  
DALE  
NICK  
DENIS  
CLIFFORD  
ARASH  
JAMIE  
CARLOS  
EDGAR  
DAVIN  
DANIEL  
JAMES  
RANDY  
RYAN  
JOSE

GUADALUPE  
DAVIS MONROE  
KUZMANOSKI  
SWIFT  
WATSON  
BELBACHIR  
SOTO  
FISCH  
MARRUFFO  
DIAZ GONZALEZ  
HOSKINS  
GUERRA  
BUFFINGTON  
POUZBOURIS  
TAN  
MCDONALD  
GROSE  
MARTINEZ  
HOEY  
MANNEH  
STRICKLAND  
HUDAK  
YOUNG  
COLLINS  
OCAIN  
MEDINA  
CANN  
WATERS  
WACHOB  
MUNOZ  
BIANCHI  
BRIGINO  
DIDIO  
KING  
VELLA  
DANAN  
SHARPE  
KHOSHI  
BROOKINS  
COLL  
HERNANDEZ  
MARKHAM  
MCREYNOLDS  
PRICE  
BOTTASS  
FOWLER  
PINTOS

Brandon Honda  
Mercedes Benz of Gainesville  
Sun Toyota  
Ford of Port Richey  
Gainesville Buick GMC  
Central Florida Chrysler Dodge Jeep Ram  
Westshore Honda  
Gator Ford  
Wesley Chapel Nissan  
Kia of Wesley Chapel  
Arrigo Chrysler Dodge Jeep Ram - Sawgrass  
Mazda of Fort Myers  
Nissan of Clearwater  
BMW of Tampa  
BMW of Tampa  
Maserati Tampa  
Volkswagen of North Tampa  
BMW of Tampa  
Honda of Ocala  
Honda of Gainesville  
Mercedes Benz of Gainesville  
Brandon Honda  
Honda of Ocala  
Kia of Orange Park  
Rountree Moore Toyota  
Honda of Ocala  
Toyota of Tampa Bay  
Rountree Moore Kia  
Rountree Moore Chevrolet  
BMW of Sarasota  
Wesley Chapel Nissan  
Jerry Ulm Chrysler Dodge Jeep Ram  
Wesley Chapel Nissan  
Arrigo Chrysler Dodge Jeep Ram -West Palm Beach  
Subaru of Fort Myers  
Porsche Tampa  
BMW of Tampa  
Toyota of Tampa Bay  
Jerry Ulm Chrysler Dodge Jeep Ram  
Westshore Honda  
Honda of Fort Myers  
Rountree Moore Ford  
Honda of Ocala  
Rountree Moore Ford  
Ford of Port Richey  
Brandon Honda  
Arrigo Chrysler Dodge Jeep Ram -West Palm Beach

MARQUIS	WALTON	Volkswagen of North Tampa
WILLIAM	SHUPE	Brandon Honda
WILLIAM	KIRK	Brandon Honda
ZOUHAIR	HOUICHI	Brandon Honda
CHRISTOPHER	PARKER	Rountree Moore Toyota
SCOTT	CHRISTOPHER	Gainesville Buick GMC
MICHAEL	MCGONAGLE	Ford of Port Richey
CHRISTOPHER	JOSEPH	Mini of Wesley Chapel
JASON	SERRANO	Brandon Honda
ROBERT	LEE	Rountree Moore Ford
JOSHUA	ZAPADENKO	Mini of Wesley Chapel
ANDREW	GAREY III	Ford of Port Richey
JAMES	RITCHEY	Gainesville Buick GMC
MARCO	AGUIRRE	Toyota of Tampa Bay
WILBURN	WILKINS	Jerry Ulm Chrysler Dodge Jeep Ram
ALFREDO	REYNOSO	Honda of Fort Myers
ROLANDO	ACOSTA	Honda of Fort Myers
NICHOLAS	GRIGNON	Honda of Gainesville
KYLE	MORALES	Brandon Hyundai
DALANO	TAYLOR	Brandon Honda
CORY	STATON	Honda of Ocala
COBIE	LUKASIK	Mercedes Benz of Gainesville
BERSON	ERAUS	Honda of Fort Myers
HECTOR	HERNANDEZ MARTINEZ	Toyota of Tampa Bay
JOHNNY	JEFFERS	Toyota of Tampa Bay
TUCKER	MACK	BMW of Sarasota
JOHN	WHITE	Honda of Lake City
MICHAEL	LAZAROWITZ	Honda of Gainesville
RICHARD	PROPER	Toyota of Tampa Bay
JORGE	STINE	Honda of Gainesville
ANGEL	CORTEZ	Jerry Ulm Chrysler Dodge Jeep Ram
DANIEL	PAULHUS	Gator Ford
JORGE	DIAZ	Westshore Honda
BENJAMIN	AFANADOR	Wesley Chapel Nissan
RICHARD	MCMILLAN	Wesley Chapel Nissan
FRANCISCO	VARGAS GARCIA	Kia of Wesley Chapel
NATHAN	WILSON	Arrigo Fiat/Alfa Romeo West Palm Beach
DANIEL	CALIXTO	Arrigo Chrysler Dodge Jeep Ram - Fort Pierce
ERIK	KRAFT	Arrigo Chrysler Dodge Jeep Ram -West Palm Beach
LANCE	ESPINOZA	Arrigo Chrysler Dodge Jeep Ram - Sawgrass
JOHN	JANSON	Hyundai of Fort Myers
NELSON	VELEZ	Hyundai of Fort Myers
JUAN	RAMIREZ HERNANDEZ	Subaru of Fort Myers
BRUCE	DRAPER	Nissan of Clearwater
JAMES	GRAY	Nissan of Clearwater
CURTIS	LANGE	Nissan of Clearwater
DUONG	LY	Nissan of Clearwater
JOSE	CUADRADO	Audi Tampa
DYLAN	WHITLOCK	Subaru of North Tampa
JUSTIN	ROGERS	BMW of Tampa
ROLANDO	CASILLAS CARDONA	Audi Tampa
KYLE	ELFERING	Maserati Tampa
DERRICK	YOUNG	BMW of Tampa
DANNY	CRUZ	Volkswagen of Gainesville
RAFFY	ESTEVEZ	Sun Toyota
DAMIR	GRADASCEVIC	Maserati Tampa
EDDIE	DIAZ	Toyota of Tampa Bay
SANTO	CALDERONE	Toyota of Tampa Bay
AUSTIN	KING	Rountree Moore Ford
LAWRENCE	KIRKLAND	Arrigo Chrysler Dodge Jeep Ram -West Palm Beach
CHRIS	YSLAS	Subaru of Fort Myers
BECIR	DZIOSKI	BMW of Tampa
GRAHAM	DYCK	Rountree Moore Toyota
SYED WALAYAT	ZAIDI	Volkswagen of North Tampa
WAYNE	FREEMAN	Harborview
ANTHONY	TAYLOR	Lake City Chrysler Dodge Jeep Ram

ERIC  
ANDREW  
JONATHAN  
NASSER  
JESSICA  
THOMAS  
CHRISTOPHER  
TRACY  
DANIEL  
JAMES  
CONNOR  
CHASE  
NAEL  
FRANK  
VLATKO  
ADRIAN  
RODNEY  
DAVID  
JASON  
LAWRENCE  
JOHN  
EDWARD  
SCOTT  
RACHEL  
ALA  
RUDOLPH  
GAIL  
MELISSA  
CHARLES  
TAYLOR  
GEORGE  
JARED  
DAMON  
DIANE  
WENDY  
DIANE  
JENNIFER  
LLUSNALVIS  
JULIE  
ALEXA  
TAMMY  
JOHN  
TERRY  
BRIAN  
MICHELLE  
ROSALIA  
JORGE  
MATTHEW  
MITCHELL  
LOYD  
DAVID  
JUAN  
LINDA  
LAUREN  
DAVID  
DAMASO  
KENNETH  
DAVID  
AMANDA  
INGRID  
ALBERT  
JESSICA  
JOHN  
ANDREW  
DAWN  
ALFRED  
ROBERT

RIVERA  
HAMRICK  
POWERS  
SALIM  
COUNTS  
OSULLIVAN  
HAMMER  
BOURNAZIAN  
JORDY  
CAVITALO JR  
NEGLIO  
MURRAY  
BARJAS  
MAIORINO  
NIKOLOVSKI  
MARTINEZ  
JONES  
OSSI  
HAMMOND  
MENDEZ  
LAFEMINA  
GREGORY  
TOWNSEND  
VAN HART  
ODEH  
RIVIERE  
BROWN  
PARKER  
CHAMBERS  
SPRING  
XENOS  
PERKINS  
MALVANO  
AUDIFFRED  
KAPLAN  
EVERSOLE  
FOLSOM  
CABALLERO VELIS  
WOODARD  
GRIFFIN  
BELL  
PAPA  
SHAW  
THORNTON  
WHIDDEN  
BULLOCK  
PEREZ  
WATTS  
KATZ  
KING  
JEPPE  
DAVILA  
WELCH  
MCKEE  
GLIHA  
NAVARRO SANTAELLA  
BUFFALINO  
PHILLIPS  
CALCOTE  
CAMACHO  
PERRY  
GILKEY  
CREATON  
MACGILL  
WOOD  
BENNETT  
NORMAN

Harborview  
Honda of Lake City  
Westshore Honda  
Brandon Hyundai  
Brandon Honda  
Gainesville Buick GMC  
Lake City Chrysler Dodge Jeep Ram  
Sun Toyota  
Brandon Honda  
Westshore Honda  
Westshore Honda  
Toyota of Tampa Bay  
Sun Toyota  
Ford of Port Richey  
Kia of Wesley Chapel  
Arrigo Chrysler Dodge Jeep Ram -West Palm Beach  
Arrigo Chrysler Dodge Jeep Ram - Fort Pierce  
Harborview  
Westshore Honda  
Subaru of North Tampa  
Sun Toyota  
Rountree Moore Kia  
Jerry Ulm Chrysler Dodge Jeep Ram  
Brandon Honda  
BMW of Tampa  
Rountree Moore Toyota  
Arrigo Fiat/Alfa Romeo West Palm Beach  
Hyundai of Fort Myers  
Naples Dodge Chrysler Jeep Ram  
Shared Accounting - Lutz  
Shared Accounting - Lutz  
Shared Accounting - Lutz  
Shared Accounting - Lutz  
Brandon Honda  
Shared Accounting - Lutz  
Shared Accounting - Lutz  
BMW of Sarasota  
Shared Accounting - Lutz  
Kia of Orange Park  
Toyota of Tampa Bay  
Rountree Moore Ford  
BMW of Sarasota  
Central Florida Chrysler Dodge Jeep Ram  
Harborview  
Harborview  
Subaru of North Tampa  
Maserati Tampa  
Honda of Gainesville  
Toyota of Tampa Bay  
Rountree Moore Chevrolet  
Naples Dodge Chrysler Jeep Ram  
Harborview  
Sun Toyota  
Honda of Ocala  
Toyota of Tampa Bay  
Central Florida Chrysler Dodge Jeep Ram  
Wesley Chapel Nissan  
Kia of Wesley Chapel  
Nissan of Orange Park  
Arrigo Chrysler Dodge Jeep Ram -West Palm Beach  
Maserati Tampa  
Audi Tampa  
Maserati Tampa  
Maserati Tampa  
Porsche Tampa  
Maserati Tampa  
Maserati Tampa

NELSON  
JOSE  
JAMES  
ELIZABETH

MONTOYA  
ARIAS  
SCHWARTZ  
WOOLEY

Maserati Tampa  
Sun Toyota  
Gainesville Buick GMC  
Gainesville Buick GMC

## 1-4 YEARS

JUSTIN  
LUIS  
DYLAN  
EBONY  
THOMAS  
ARTURO  
AYMAN  
VALENTINA  
ELIAS  
MILTON  
EDUARDO  
ALFRED  
ROBERT  
METIN  
MARCIAL  
ASHANTE  
KESSINGER  
DAVID  
STEVEN  
GREGORY  
BENITO  
GABRIEL  
CHRISTON  
CHE  
BOBBY  
CHRISTOPHER  
QADIR  
GABRIELLE  
MARIANE  
STEPHEN  
SIMONA  
KENDRICK  
RANDALL  
MICHAEL  
ERIC  
AHMED  
JANIQUE  
MICHAEL  
TRAVIS  
EDUARDO  
ISRAEL  
ISMAEL  
CHAD  
DAVID  
PATRICK  
MATTHEW  
GUY  
FATEN  
SHAWN  
MICHELLE  
DENNIS  
ISMAEL  
LAWRENCE  
JOSHUA  
YVES  
MARK  
JAMIR  
DARRYL  
DANIELA  
JUAN

MACFARLANE  
QUIROS-SOTO  
MATARAZZO  
BROWN  
CANALES JR  
ESPINOZA  
RAMADAN  
LIZARDI  
OJURABESA  
CANIZALEZ  
ITURRINO SUAREZ  
GOMEZ  
SCHMIDT  
CIHANER  
MERCADO  
DENNARD  
RENE  
MELENDEZ  
BARRY  
GRANIELA  
MOSQUEDA  
FREIRE  
MARSH  
YOUNG  
HOWARD  
NOVO  
MARTIN  
TRIGGS  
BOZA DIAZ  
BRISTOL  
SANCHEZ  
CALHOUN  
ELY  
DESTEPHENS  
PALMER  
RAMADAN  
FOWLIN  
SCHUMAKER  
BEALE  
SANDOVAL  
SANTIAGO  
TIBURCIO  
ALLARD  
BOLTRYK  
DZIKONSKI  
DYNDUL  
RAMOS  
DIK  
GREENE  
LUSARDI  
FALLA  
ROBLES  
LOWENTHAL  
SAUL  
SAINT GERMAIN  
ELY  
FOX  
WARREN  
MEADE CASTANEDA  
GIRALDO

Honda of Lake City  
Rountree Moore Chevrolet  
Toyota of Tampa Bay  
Brandon Honda  
Honda of Fort Myers  
Central Florida Chrysler Dodge Jeep Ram  
Brandon Honda  
BMW of Sarasota  
Westshore Honda  
Gator Ford  
Toyota of Tampa Bay  
Jerry Ulm Chrysler Dodge Jeep Ram  
Lake City Chrysler Dodge Jeep Ram  
Brandon Hyundai  
Honda of Fort Myers  
Westshore Honda  
Honda of Fort Myers  
Westshore Honda  
Naples Dodge Chrysler Jeep Ram  
Gator Ford  
Brandon Hyundai  
Central Florida Chrysler Dodge Jeep Ram  
Gator Ford  
Honda of Gainesville  
Audi Tampa  
Audi Tampa  
Westshore Honda  
Brandon Hyundai  
Wesley Chapel Nissan  
Nissan of Orange Park  
Nissan of Orange Park  
Nissan of Orange Park  
Kia of Orange Park  
Honda of Gainesville  
Honda of Gainesville  
Brandon Honda  
Jerry Ulm Chrysler Dodge Jeep Ram  
Sun Toyota  
Kia of Wesley Chapel  
Kia of Wesley Chapel  
Kia of Wesley Chapel  
Kia of Wesley Chapel  
BMW of Sarasota  
Honda of Ocala  
Ford of Port Richey  
Jerry Ulm Chrysler Dodge Jeep Ram  
Jerry Ulm Chrysler Dodge Jeep Ram  
Brandon Hyundai  
Hyundai of Fort Myers  
Sun Toyota  
Wesley Chapel Nissan  
Wesley Chapel Nissan  
Arrigo Chrysler Dodge Jeep Ram - Sawgrass  
Arrigo Chrysler Dodge Jeep Ram - Margate  
Arrigo Chrysler Dodge Jeep Ram - Sawgrass  
Hyundai of Fort Myers  
Westshore Honda  
Brandon Hyundai  
Mazda of Fort Myers  
Hyundai of Fort Myers

CHER	PAXTON	Sun Toyota
SANTIAGO	VIDALES	BMW of Sarasota
LUNNA	ABRIL	Toyota of Tampa Bay
STEFAN	DYZENHAUS	Arrigo Chrysler Dodge Jeep Ram -West Palm Beach
DEACON	STRAUBE	Kia of Wesley Chapel
JACOB	RAMOS	Toyota of Tampa Bay
DENNIS	SERGEANT	Gainesville Buick GMC
JASON	PARKER	Nissan of Orange Park
ANDREW	BOWDRY	Arrigo Chrysler Dodge Jeep Ram -West Palm Beach
MICHAEL	NELSON	Kia of Wesley Chapel
LUIS	ALFONSO	Hyundai of Fort Myers
BRANDON	ROZIER	Arrigo Chrysler Dodge Jeep Ram -West Palm Beach
GREG	SUMMERVILLE	Arrigo Chrysler Dodge Jeep Ram -West Palm Beach
PAUL	THOMAS	Honda of Ocala
BRYNN	MARTINEZ	Westshore Honda
JOSHUA	PEREZ	Rountree Moore Kia
DAVID	SHIRYON	Arrigo Chrysler Dodge Jeep Ram -West Palm Beach
SAMUEL	DIFILLIPO	Sun Toyota
JOEL	CARTAGENA	Brandon Honda
NATASHA	CARBONELL	Central Florida Chrysler Dodge Jeep Ram
JARID	BOGGS	Subaru of Fort Myers
MICHAEL	NICHOLS	Gator Ford
MELVIN	BEARD	Gator Ford
MATHEW	PRIAL	Gator Ford
BERRY	ROBERSON	Rountree Moore Kia
NESTOR	DIAZ	Arrigo Chrysler Dodge Jeep Ram - Margate
ISAC	POWELL	Arrigo Chrysler Dodge Jeep Ram - Margate
HIRENKUMAR	PATEL	Arrigo Chrysler Dodge Jeep Ram - Margate
ANDREW	ROSADO	Arrigo Chrysler Dodge Jeep Ram - Margate
CALEB	WYNN	Rountree Moore Toyota
COREY	HAYES	Southside Kia
COLBY	SCHNETZLER	Arrigo Chrysler Dodge Jeep Ram - Fort Pierce
GABRIEL	PERRY	Sun Toyota
ALEX	PENO	Sun Toyota
JONATHAN	LYNCH	Mercedes Benz of Gainesville
DANIEL	SANTIAGO	Arrigo Chrysler Dodge Jeep Ram - Margate
JAVIER	HUERTAS	Arrigo Chrysler Dodge Jeep Ram - Fort Pierce
PHILIP	MUZI	Naples Dodge Chrysler Jeep Ram
THIERNO	BAH	Toyota of Tampa Bay
WILLIAM	HOPKINS	Toyota of Tampa Bay
MANUEL	ARANGUREN	Honda of Fort Myers
JONARD	AQUINO	Honda of Gainesville
ANTHONY	RABBAT	Sun Toyota
DYLAN	TOWNSEND CONNOR	Lake City Chrysler Dodge Jeep Ram
AUSTIN	LEE	Gainesville Buick GMC
SABRINA	BRINSON	Rountree Moore Nissan
CASH	MARR	Rountree Moore Ford
SEBASTIAN	MARTINEZ	Jerry Ulm Chrysler Dodge Jeep Ram
JOHN	GUILBE	Central Florida Chrysler Dodge Jeep Ram
FRANCISCO	DIAZ	Arrigo Chrysler Dodge Jeep Ram - Margate
TYLER	WHITE	BMW of Tampa
COREY	CSERCSE	Mazda of Fort Myers
NOEL	DARING	Kia of Wesley Chapel
NESTOR	RINCON SOTO	Arrigo Chrysler Dodge Jeep Ram - Sawgrass
BRANDON	HOLOHAN	BMW of Sarasota
AUBREY	MOWERY	Volkswagen of Gainesville
MARIO	GIL	Naples Dodge Chrysler Jeep Ram
TYLER	KING	Audi Tampa
DANIEL	LOPEZ	Subaru of North Tampa
VERONICA	MITCHELL CARWELL	Land Rover Tampa
RICARD	BERBERI	Audi Tampa
ALEXANDER	ARMELI	Maserati Tampa
YAN	ORDOVAS	Subaru of North Tampa
ALBERT	PEREZ	Sun Toyota
ALLEN	GILTON	Westshore Honda
CHRISTIAN	COLON	Toyota of Tampa Bay
ROBERT	PARGAS VISVAL	Central Florida Chrysler Dodge Jeep Ram

NOEL	RUIZ	Central Florida Chrysler Dodge Jeep Ram
ADAM	CHERNIN	Westshore Honda
YAMIL	NEGRON	Honda of Ocala
TODD	ISOM	Central Florida Chrysler Dodge Jeep Ram
SAMUEL	WELLS	Central Florida Chrysler Dodge Jeep Ram
DAMEEK	REED	Central Florida Chrysler Dodge Jeep Ram
KENNETH	ACOSTA	Toyota of Tampa Bay
ILKER	BURNUKARA	BMW of Tampa
LUIS	COLMENARES	BMW of Tampa
RONALD	MCCANN	Honda of Lake City
VERON	LIBURD	Brandon Honda
JAROD	THORMAN	Toyota of Tampa Bay
JOHNATHAN	GAINES	Rountree Moore Chevrolet
BRYAN	PEREZ	Honda of Fort Myers
TORI	SANCHEZ	Rountree Moore Nissan
CHRISTOPHER	MOCK	Central Florida Chrysler Dodge Jeep Ram
TAJE	BLAKE	Brandon Honda
ALBERTO	DIAZ	Jerry Ulm Chrysler Dodge Jeep Ram
CHRISTOPHER	WEAVER	Gator Ford
ERIC	RIVERA	Wesley Chapel Nissan
JOSEPH	DIDIO	Brandon Hyundai
ELIECER	LARA	Central Florida Chrysler Dodge Jeep Ram
ROMEO	MCDANIEL	Lake City Chrysler Dodge Jeep Ram
GHANDI	ABDALLAH	Gator Ford
ERICA	FULLER	Rountree Moore Toyota
NEREMIE	DERONVIL	Honda of Fort Myers
DANIEL	KILBANE	Gator Ford
MATTHEW	LESLEY	Kia of Orange Park
JAMES	MAY	Sun Toyota
MICHELLE	AGUINAGA	Nissan of Orange Park
CRAIG	PAYER	Wesley Chapel Nissan
PATRICIA	LUISO	Lake City Chrysler Dodge Jeep Ram
EMILY	STEWART	Jerry Ulm Chrysler Dodge Jeep Ram
ROGER	HESS	Sun Toyota
MARGARET	SCALORA	Honda of Fort Myers
CHERI	JACK	Lake City Chrysler Dodge Jeep Ram
CARISA	SOTO	Southside Kia
PHILIP	RICE	Wesley Chapel Nissan
JONATHAN	MARRERO MESA	Arrigo Chrysler Dodge Jeep Ram -West Palm Beach
RAPHAEL	AVILA	Arrigo Chrysler Dodge Jeep Ram -West Palm Beach
DANE	WALKER	Arrigo Chrysler Dodge Jeep Ram - Sawgrass
DEVESH	MAHARAJ	Arrigo Chrysler Dodge Jeep Ram - Margate
ERNESTO	GOMEZ	Hyundai of Fort Myers
DAN	ROSATO	Subaru of Fort Myers
RONY	LOPEZ	Hyundai of Fort Myers
AMERICO	MOLINA	Jerry Ulm Chrysler Dodge Jeep Ram
ALEJANDRO	CARVAJAL	Toyota of Tampa Bay
CHRISTINA	ROBINSON	Honda of Gainesville
DANIEL	WENTZ	Gator Ford
ALBERTO	GUERRA	Jerry Ulm Chrysler Dodge Jeep Ram
JOSEPH	ANGRISANI	Arrigo Chrysler Dodge Jeep Ram - Fort Pierce
PETE	EPPL	Brandon Honda
RAYANN	CHURCH	Ford of Port Richey
BRETT	SAMICH	Sun Toyota
JOHN	COLLINS	Toyota of Tampa Bay
THOMAS	SWEDBERG	Gator Ford
BOBBY	SAYLOR	Rountree Moore Ford
ASHLEY	SZEPESI	Arrigo Chrysler Dodge Jeep Ram - Sawgrass
ZACHARIAH	SULLIVAN	Sun Toyota
JULIO	GUTIERREZ	Arrigo Chrysler Dodge Jeep Ram - Sawgrass
KELTON	LOTT	Rountree Moore Chevrolet
CARL	DYER	Central Florida Chrysler Dodge Jeep Ram
DAVID	HARRELL	Rountree Moore Ford
ANTHONY	JOHNSON	Brandon Honda
MARK	STORCHEVYI	Toyota of Tampa Bay
ANGEL	LOPEZ	Naples Mazda
ANGELO	MENDEZ	Gator Ford

RAMON	ESTRADA	Brandon Honda
RICHARD	PAGAN	Arrigo Chrysler Dodge Jeep Ram - Fort Pierce
GEORGE	LUKACS	Nissan of Clearwater
DANNY	SARMIENTO	BMW of Tampa
ARMAND	THORBS	Rountree Moore Ford
ANTHONY	LOPEZ	Jerry Ulm Chrysler Dodge Jeep Ram
RONNIE	ROMINE	Wesley Chapel Nissan
DANIEL	MALLETT	Sun Toyota
RYAN	EIMAR	Toyota of Tampa Bay
TREVOR	OBRIAN	Honda of Gainesville
MARIO	CORRO	Kia of Wesley Chapel
BENTON	CRAWFORD	Jerry Ulm Chrysler Dodge Jeep Ram
ALFRED	VANEGAS	Brandon Hyundai
LEE	SPRINGER	BMW of Sarasota
LUIS	PENA	Mazda of Fort Myers
BILLIE	POTTER	Brandon Hyundai
EDMUND	MARKS	Jerry Ulm Chrysler Dodge Jeep Ram
JEFFREY	MCCONNELL	Ford of Port Richey
MARGARITA	SEARCEY	Toyota of Tampa Bay
JAMELLE	VILLANUEVA	Brandon Honda
CARLOS	NATER	Lake City Chrysler Dodge Jeep Ram
PETER	JONES	Naples Dodge Chrysler Jeep Ram
ANTHONY	ORTIZ	Ford of Port Richey
PAUL	BLOMQUIST	Volkswagen of Gainesville
DEREK	DONALDSON	Sun Toyota
ERIC	OROZCO-RIVERA	Jerry Ulm Chrysler Dodge Jeep Ram
BRIAN	SMITH	Jerry Ulm Chrysler Dodge Jeep Ram
JUAN	JAIME	Westshore Honda
FRANK	RAMIREZ	Brandon Honda
ANDRES	JAVAGE	Ford of Port Richey
BRIAN	CORBIN	Rountree Moore Ford
ANDREW	BATTLE	Gator Ford
MATTHEW	DESTEFANIS	Volkswagen of Gainesville
CHRISTOPHER	SOGNO	Gator Ford
MARCELO	LAMOUR	Brandon Hyundai
ALEX	ORLOV	Gator Ford
JOHN	NICHOLS	Mercedes Benz of Gainesville
DARRELL	MUNDAY	Gator Ford
KEVIN	GOGARTY	BMW of Sarasota
ALEXANDER	BERARDI	Ford of Port Richey
LLOYD	CRIBBS	Gator Ford
NATALE	TOSELLI	Toyota of Tampa Bay
ALEXANDER	USSHER	BMW of Sarasota
DWAIN	WILLIAMS	Southside Kia
DAMIAN	GRANT-GONZALES	Brandon Hyundai
GARY	DICKENS	Rountree Moore Chevrolet
WAYNE	SHAW	Central Florida Chrysler Dodge Jeep Ram
ANDREW	WRAGE	Wesley Chapel Nissan
BERNARDO	HECHAVARRIA	Rountree Moore Chevrolet
CHRISTOPHER	DELGADO	Honda of Fort Myers
RODRIGO	SALGADO	Honda of Fort Myers
MICHAEL	CROSS	Gator Ford
HANS	VARGAS	Central Florida Chrysler Dodge Jeep Ram
DRAKE	COLLER	Toyota of Tampa Bay
BRYAN	LOEFFLER	Ford of Port Richey
SPENCER	KEMMET	Jaguar Land Rover of Ocala
PATRICK	MOWERY	Kia of Wesley Chapel
JOSHUA	KINDER	Mini of Wesley Chapel
ELMO	HAMPTON JR	Rountree Moore Kia
LUIS	TERRERO	Sun Toyota
CHRISTOPHER	SANTIAGO	Westshore Mazda
GEORGE	PAULSEN	Kia of Wesley Chapel
THOMAS	MOYIK	Arrigo Chrysler Dodge Jeep Ram -West Palm Beach
KISEAN	WALLACE	Arrigo Chrysler Dodge Jeep Ram - Margate
FRANCISCO	PASCUAL	Arrigo Chrysler Dodge Jeep Ram - Sawgrass
BOBBY	RODRIGUEZ	Brandon Honda
NICHOLAS	MALINKINSEY	Central Florida Chrysler Dodge Jeep Ram



BRANDON	CARTER	Gator Ford
ALEXANDER	VELEZ RIVERA	Jerry Ulm Chrysler Dodge Jeep Ram
KARY	SCOTT	Honda of Gainesville
ADAM	EUBANKS	Westshore Mazda
SPENCER	DULA	Hyundai of Fort Myers
STEVEN	ETIENNE	Arrigo Chrysler Dodge Jeep Ram - Margate
OSHANE	WILLIAMS	Arrigo Chrysler Dodge Jeep Ram - Margate
TROY	WITMER	Ford of Port Richey
TYLER	STERNER	Central Florida Chrysler Dodge Jeep Ram
COLIN	KIRKPATRICK	Central Florida Chrysler Dodge Jeep Ram
RICHARD	DE SOUSA	Gator Ford
RENO	AGRUE	Wesley Chapel Nissan
NICHOLAS	GIGER	Ford of Port Richey
ADRIAN	TORRES	Westshore Honda
DAVID	CLARK	Lake City Chrysler Dodge Jeep Ram
MICHAEL	DABNEY	Mazda of Fort Myers
GREYSON	STOREY	Jerry Ulm Chrysler Dodge Jeep Ram
NARIO	GARCIA	Arrigo Chrysler Dodge Jeep Ram - Sawgrass
JOSHUA	NOVOA	Honda of Gainesville
JACOB	ARMUS	Arrigo Chrysler Dodge Jeep Ram - West Palm Beach
DANIEL	GABRIEL	Honda of Fort Myers
MISAEEL	CABRERA	Brandon Honda
ASIFE	SMALL	Arrigo Chrysler Dodge Jeep Ram - Sawgrass
MAXWEL	SANTOS	Subaru of Fort Myers
DAVID	SPEROPULOS	Sun Toyota
TERRY	REITER	Lake City Chrysler Dodge Jeep Ram
GABRIEL	TORRES	Brandon Honda
ZACHARY	REMILLARD	BMW of Wesley Chapel
MATTHEW	MACIAS	Brandon Honda
DARIEN	REGUS	Westshore Honda
THOMAS	EHRIG	Brandon Honda
ANDREW	CHUNG	Arrigo Chrysler Dodge Jeep Ram - Fort Pierce
JOHN	JAFFE	Rountree Moore Chevrolet
RICARDO	COBAR	Arrigo Chrysler Dodge Jeep Ram - Sawgrass
ALYSSA	CHRISTIE	Toyota of Tampa Bay
NOAH	ROOT	Jerry Ulm Chrysler Dodge Jeep Ram
HAYDEN	BULLARD	BMW of Wesley Chapel
LAVAUGHN	DENNIS	Central Florida Chrysler Dodge Jeep Ram
CLARENCE	JACKSON	Central Florida Chrysler Dodge Jeep Ram
EMISH	CASTANEDA	Toyota of Tampa Bay
JONATHAN	GEITNER	Mercedes Benz of Gainesville
DAVE	MORGAN	Arrigo Chrysler Dodge Jeep Ram - Sawgrass
MICHAEL	TOLBERT	Rountree Moore Toyota
AARON	LANDWERLEN	Gainesville Buick GMC
KIRK	GAYTON	Arrigo Chrysler Dodge Jeep Ram - Margate
ANDREW	RADA	BMW of Tampa
ROBERT	STADLMAN	BMW of Tampa
THOMAS	SLEEPER	Land Rover Tampa
AARON	ALDERMAN	Volkswagen of North Tampa
JASON	FOSTER	Porsche Tampa
JUAN	CHACON	Subaru of North Tampa
JOSEPH	ROSENBAUER	BMW of Tampa
JEAN	ORTIZ	Volkswagen of North Tampa
AHMED	ABDELAAL	BMW of Tampa
ALI	HAMEED	Honda of Gainesville
WILLIAM	DIXON	Honda of Ocala
REHEEN	ALLEN	Lake City Chrysler Dodge Jeep Ram
FRANCISCO	HERNANDEZ FRIAS	Kia of Wesley Chapel
JESUS	CRUZ	Honda of Fort Myers
BRYANT	CORDOVA	Subaru of Fort Myers
BUDDY	ELFERS	Gainesville Buick GMC
LINDSEY	DIAZ CARABALLO	Mercedes Benz of Gainesville
RONTAVIOUS	CHATMON	Rountree Moore Toyota
JUAN	VARGAS PABLO	Mazda of Fort Myers
DEVON	WINGATE	Southside Kia
TROY	JACKSON	Hyundai of Fort Myers
JEREMIAH	LOPEZ	Brandon Honda

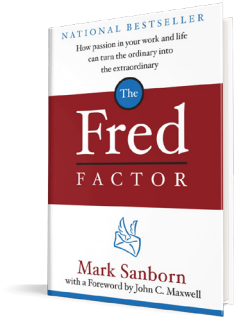
DYLAN	WILHELMI	Wesley Chapel Nissan
BRANDEN	TROTT	Naples Mazda
ZACHARY	BRACKENS	Sun Toyota
JACOB	LONG	Sun Toyota
MAHENDRA	PRASHAD	Brandon Honda
MICHAEL	STAHL	Sun Toyota
CAMERON	HAUSER	Maserati Tampa
WILFREDO	VELEZ	Maserati Tampa
FAHRUDIN	GUTIC	Sun Toyota
DONALD	PARKINSON	Gainesville Buick GMC
RALPH	TOLSON	Toyota of Tampa Bay
MICHAEL	MOLINA	Toyota of Tampa Bay
ANDREW	THOMPSON	Sun Toyota
MUHAMED	HADZIALIC	Sun Toyota
GREGORY	MONACO	Jerry Ulm Chrysler Dodge Jeep Ram
WILFREDO	MARTES	Jerry Ulm Chrysler Dodge Jeep Ram
ROHAN	STEWART	Jerry Ulm Chrysler Dodge Jeep Ram
RICHARD	EDWARDS	Jerry Ulm Chrysler Dodge Jeep Ram
JAMES	MCCLURE	Brandon Honda
DARIUS	BOOTH	Toyota of Tampa Bay
RONALD	RUPP	Jerry Ulm Chrysler Dodge Jeep Ram
LARRY	BARKER	Rountree Moore Nissan
EDUARDO	JUICA	Brandon Honda
LUIS	ESPANA	Honda of Gainesville
APRIL	BUCKLEY	Naples Dodge Chrysler Jeep Ram
GEORGE	LUCIANO	Southside Kia
PHILIP	DARCHE	Naples Dodge Chrysler Jeep Ram
FRANK	DICEGLIE	Westshore Honda
TIMOTHY	DAVIS	Nissan of Orange Park
CLARENCE	EVANS	Lake City Chrysler Dodge Jeep Ram
DOUGLAS	DRISCOLL JR	Rountree Moore Kia
FITZROY	GALLIMORE	Wesley Chapel Nissan
RODNEY	GALLAGHER	Arrigo Chrysler Dodge Jeep Ram - Fort Pierce
KRAIG	KENNINGTON	Rountree Moore Chevrolet
HOLLANDO	MATHURIN	Arrigo Fiat/Alfa Romeo West Palm Beach
MARC	SPATOLA	Sun Toyota
LOUIS	RASTELLI	Sun Toyota
DEMONTRIC	DODDLES	Jerry Ulm Chrysler Dodge Jeep Ram
KAYLYNN	HEARNE	Rountree Moore Ford
GOLDIE	DAVENPORT	Jerry Ulm Chrysler Dodge Jeep Ram
JARRETT	ODOM	Honda of Lake City
JENNIFER	CORBETT	Honda of Gainesville
JAKE	TRAINER	Honda of Fort Myers
MICHAEL	SANICOLA	Honda of Fort Myers
JOHN	DEARING	Arrigo Chrysler Dodge Jeep Ram - Margate
TYLER	SHAGI	Honda of Fort Myers
COLE	CURIE	Hyundai of Fort Myers
ALEJANDRA	PEREZCHACON	Kia of Wesley Chapel
ANTHONY	JOHNSON	Mazda of Fort Myers
ANYELLA	NIETO	Central Florida Chrysler Dodge Jeep Ram
DOUGLAS	SAYRE	Volkswagen of Gainesville
CEDRIC	PENN	Arrigo Chrysler Dodge Jeep Ram -West Palm Beach
RONNIE	WHITE	Arrigo Chrysler Dodge Jeep Ram -West Palm Beach
JENNIFER	HORN	Sun Toyota
REBECCA	SEDNEY	Honda of Fort Myers
ZAMANTHA	GORDILLO	Hyundai of Fort Myers
MANDY	BOLGER	Jerry Ulm Chrysler Dodge Jeep Ram
ANNE	MCDONALD	Central Florida Chrysler Dodge Jeep Ram
JOSE	FALCON	Jerry Ulm Chrysler Dodge Jeep Ram
SEAN	COWLEY	Gainesville Buick GMC
DENNIS	JUSTICE II	Nissan of Orange Park
ROBERT	BAKER	Honda of Gainesville
ERNEST	SIMS	Honda of Fort Myers
WILLIAM	NEWTON	Mini of Wesley Chapel
CHARLES	PARKER	Volkswagen of Gainesville
ARBRESHA	ABOUZEID	Lamborghini of Sarasota
WAYNE	LUDWICK	Sun Toyota

HARRY	WHITAKER	Westshore Honda
MICHAEL	COBB	Brandon Honda
ELDAR	GULIEV	Central Florida Chrysler Dodge Jeep Ram
CLINTON	EVANS	Jerry Ulm Chrysler Dodge Jeep Ram
MICHAEL	ACORD	Gator Ford
RODNEY	RYANS	Arrigo Chrysler Dodge Jeep Ram -West Palm Beach
WADE	MONROE	Jerry Ulm Chrysler Dodge Jeep Ram
MARIANO	MATRAJT	Honda of Gainesville
BILLAL	DAHER	Jerry Ulm Chrysler Dodge Jeep Ram
HUSSEIN	DAHER	Jerry Ulm Chrysler Dodge Jeep Ram
DAVID	FUNK	Toyota of Tampa Bay
TYLER	DECHALUS	Westshore Honda
GERARDO	GONZALEZ	BMW of Sarasota
JUSTIN	GRAY	Gainesville Buick GMC
MIGUEL	RODRIGUEZ	Westshore Honda
LUIS	VEAS REYES	Westshore Honda
EDWIN	ANDINO	Toyota of Tampa Bay
EMMANUEL	PACHECO	Central Florida Chrysler Dodge Jeep Ram
RICHARD	HUX	Westshore Honda
MELVIN	JACKSON	Honda of Gainesville
AHMED	KHAFFAF	Sun Toyota
STEVEN	REISINGER	Subaru of Fort Myers
TIMOTHY	FITZGERALD	Westshore Mazda
JORGE	SIERRA	Honda of Fort Myers
RICHARD	ROSA	Gainesville Buick GMC
RAYMOND	BRUN	Kia of Wesley Chapel
GERRY	MONTANA	Arrigo Chrysler Dodge Jeep Ram - Fort Pierce
PAMELA	KNOTTS	Hyundai of Fort Myers
JAMES	HOLLOWAY	Rountree Moore Toyota
CEDRIC	DANFORD	Arrigo Chrysler Dodge Jeep Ram -West Palm Beach
ARIADNA	MARTIN LEON	Arrigo Chrysler Dodge Jeep Ram -West Palm Beach
MICHAEL	HUTCHISON	Subaru of Fort Myers
VIACHESLAV	KONDRASHOV	Arrigo Chrysler Dodge Jeep Ram - Sawgrass
PIERRE	BARBOSA	Naples Dodge Chrysler Jeep Ram
MICHAEL	WILLIAMS	Rountree Moore Toyota
BRIAN	GODSHALL	Southside Kia
HENRY	BELIVEAU	Honda of Fort Myers
MIGUEL	LARA	Central Florida Chrysler Dodge Jeep Ram
TIMOTHY	LANZONE	Ford of Port Richey
JOHN	DESTEFANO	Honda of Fort Myers
JACKIE	KILLOUGH	Subaru of Fort Myers
MATTHEW	TESTA	Mercedes Benz of Gainesville
JAMES	COYLE	Jerry Ulm Chrysler Dodge Jeep Ram
REGINALD	KEKUEWA	Brandon Honda
EDWIN	RIVERA	Westshore Honda
ARISA	MELENDEZ	Central Florida Chrysler Dodge Jeep Ram
SAMUEL	GRISWOLD	Land Rover Tampa
EDUARDO	ARTEAGA	Arrigo Chrysler Dodge Jeep Ram - Sawgrass
RUDY	DIAZ	Lamborghini of Sarasota
MATTHEW	SHENK	Arrigo Chrysler Dodge Jeep Ram -West Palm Beach
MARK	NENADIC	Lake City Chrysler Dodge Jeep Ram
MICHAEL	OBRIAN	Gainesville Buick GMC
DANIEL	CAPPOLA	Gainesville Buick GMC
KEVIN	PUDDER	Naples Dodge Chrysler Jeep Ram
MICHAEL	STURM	Toyota of Tampa Bay
LYNN	FUSARO	Shared Accounting - Lutz
SHERRIE	RIVERA	Shared Accounting - South
KAYLA	POZO	Shared Accounting - Lutz
JOSE	LEBRON	Shared Accounting - South
ERIN	CURLEY	Shared Accounting - MIM
KATIVA	SULLINS	Harborview
VANESSA	STRUDWICK	Shared Accounting - Lutz
DIANA	CHESONIS	Shared Accounting - Gator
DAWN	RYSKOSKI	Shared Accounting - Gator
ELIZABETH	GRIEBE-PEAKE	Sun Toyota
MIGUEL	MELENDEZ	Central Florida Chrysler Dodge Jeep Ram
JENNIFER	SMISEK	Shared Accounting - Lutz

ADRIANE	WOOD	Shared Accounting - Gator
FRANCES	MOORE	Shared Accounting - Lutz
JANELLE	NEVEL	Shared Accounting - Lutz
ARLEEN	MILAN	Gator Ford
TARA	SICKORA	Kia of Wesley Chapel
MELISSA	GODBOLD	Rountree Moore Ford
KEYSHLA	ORTIZ	Central Florida Chrysler Dodge Jeep Ram
BREANN	PLUM	Shared Accounting - Gator
REBECCA	POLBOS	Lake City Chrysler Dodge Jeep Ram
AMY	LEADINGHAM	Shared Accounting - Lutz
AMANDA	JAYE	Naples Mazda
LE TSUHILE	MASEKO	Rountree Moore Chevrolet
JESSE	ZAKER	Ford of Port Richey
ABIGAIL	HILL	Southside Kia
KAITLIN	CHASE	Honda of Fort Myers
RABECCA	ENGLISH	Shared Accounting - Lutz
REGINA	SMEGO	Arrigo Chrysler Dodge Jeep Ram - Margate
MINDI	RIVERA	Shared Accounting - South
LATISHA	THOMAS	Lake City Chrysler Dodge Jeep Ram
PAULENE	HENRY CUSTEAU	Sun Toyota
ARIEL	HEATON	Shared Accounting - Lutz
GIURGEN	TUDARES	Arrigo Chrysler Dodge Jeep Ram -West Palm Beach
BOBBIEANN	DAVIS	Honda of Fort Myers
RIANNA	DIETT	Honda of Lake City
JULIA	CADY	Rountree Moore Chevrolet
CHERYL	MCCARTHY	Shared Accounting - South
MIOSOTIS	ALVARADO	Kia of Wesley Chapel
CINDY	LEONARD	Rountree Moore Ford
KAITLIN	WALTERS	Shared Accounting - Lutz
NICCI	SERR	Shared Accounting - Gator
DIANNE	THOMPSON-PINITSCH	Arrigo Chrysler Dodge Jeep Ram - Fort Pierce
LAURA	DIAZ RAMIREZ	Brandon Honda
PATRICIA	WRIGHT	Honda of Gainesville
AVIANNA	KERR WILLIAMS	Arrigo Chrysler Dodge Jeep Ram -West Palm Beach
ALMALUZ	MEDRANO	Arrigo Chrysler Dodge Jeep Ram - Sawgrass
TOM	WAKIN	Toyota of Tampa Bay
COTTA	UNGERER	Shared Accounting - Lutz
CLARISSA	DIAZ	Kia of Wesley Chapel
ROBERT	SANTOS	Harborview
SHIRLEY	TAYLOR	Morgan Insurance Services
JESSICA	BUTLER RYAN	Morgan Insurance Services
CLARA	CASALINS	Kia of Wesley Chapel
ANGELICA	FRANCO SOTO	Kia of Wesley Chapel
MICHAEL	KING	Morgan Insurance Services
JESSICA	LOPES	BMW of Sarasota
CONNIE	MIRACLE	Morgan Insurance Services
ELIZABETH	HERNANDEZ	Harborview
ANDREW	MAGRIPLIS	Morgan Insurance Services
VIVIANA	CUADRADO	Wesley Chapel Nissan
DESTANEE	THOMAS	Harborview
VANITY	TAPIA	BMW of Sarasota
TYRIK	LONG	Nissan of Clearwater
THOMAS	AUE	Land Rover Tampa
JUSTIN	BUZZELL	Harborview
WALLACE	BRISTOL	Rountree Moore Toyota
TERRENCE	LEBO	Gator Ford
DALE	MILBY	Gator Ford
KEVIN	APPLEBY	Gator Ford
GEORGE	HANSEN	Ford of Port Richey
ALEX	MANNING	Volkswagen of Gainesville
BAYLEIGH	VORHES	Honda of Fort Myers
ROBERT	WIGGINS	Kia of Wesley Chapel
EMMANUEL	ALVARADO QUILES	Kia of Wesley Chapel
FREDERICK	SPENCER	Kia of Wesley Chapel
GREGORY	MULL	Kia of Wesley Chapel
TARIQ	SIDDIQUI	Kia of Wesley Chapel
THOMAS	KWOLEK	Honda of Fort Myers

AMBER	BRUNER	Rountree Moore Toyota
CHRISTOPHER	SCIPIO	Arrigo Chrysler Dodge Jeep Ram - Sawgrass
MAKAYLA	DRAKE	Mazda of Fort Myers
ALEXANDRA	OCHOA	Arrigo Chrysler Dodge Jeep Ram - Sawgrass
ABEL	CAMACHO	Naples Dodge Chrysler Jeep Ram
SHANNON	WELLS	Rountree Moore Toyota
LEONEL	PADILLA	Honda of Fort Myers
GUILLERMO	PUJOL LORENZO	Mazda of Fort Myers
STEPHANIE	GRIGG	Honda of Fort Myers
JANSER	SANABRIA	Honda of Fort Myers
JEROME	MORRISON	Arrigo Chrysler Dodge Jeep Ram - Sawgrass
MICHAEL	OVALLES	BMW of Sarasota
ARIAH	ANDERSON	Honda of Fort Myers
JONATHAN	PEREIRA	Honda of Fort Myers
FERNANDO	GUERRA	Arrigo Chrysler Dodge Jeep Ram -West Palm Beach
EMILY	JUAREZ	Honda of Fort Myers
JESSE	KALDANY	BMW of Tampa
WYATT	GATES	Naples Dodge Chrysler Jeep Ram
JACOB	PRICE	Rountree Moore Ford
JAMES	COOK	Rountree Moore Ford
WAYNE	BLESSING	Mercedes Benz of Gainesville
MARIALEX	SOLORZANO	Jerry Ulm Chrysler Dodge Jeep Ram
DOUGLAS	HARVIE	Mini of Wesley Chapel
ROSA	SPARKS	Brandon Hyundai
JOSEPH	VEGA	Toyota of Tampa Bay
CHRISTIAN	NEVAREZ	Toyota of Tampa Bay
ROBERT	WESLEY	Honda of Ocala
CROSS	CAMPAYNO	BMW of Sarasota
MARK	EWERT	BMW of Sarasota
FELICIA	MENDIA	Jerry Ulm Chrysler Dodge Jeep Ram
JONATHAN	RODRIGUEZ	Kia of Wesley Chapel
RON	JARECKI	Arrigo Chrysler Dodge Jeep Ram - Margate
FRANCISCO	PEREZ	Hyundai of Fort Myers
CARLOS	TAVAREZ	Hyundai of Fort Myers
KYM	ZAJA	Honda of Fort Myers
MICHELLE	MUCHOTRIGO	Arrigo Chrysler Dodge Jeep Ram - Sawgrass
LESLIE	HOWARD	Hyundai of Fort Myers
SAMANTHA	VENTERS	Brandon Hyundai
MERRILL	SOBO	Arrigo Chrysler Dodge Jeep Ram - Sawgrass
RYAN	DACIER	Arrigo Chrysler Dodge Jeep Ram - Sawgrass
JOSE	FLORES FONSECA	Honda of Ocala
YARIANA	RIVERA FLORES	Land Rover Tampa
ALYSSA	MERCKLING	Arrigo Chrysler Dodge Jeep Ram -West Palm Beach
YONLY	PENA	Arrigo Chrysler Dodge Jeep Ram - Sawgrass
JAY Z	ARTEAGA	Jerry Ulm Chrysler Dodge Jeep Ram
CONTESSA	SYDNOR	BMW of Wesley Chapel
MORGAN	FARMER	Honda of Gainesville
DAVID	MONTALVO	Arrigo Chrysler Dodge Jeep Ram - Sawgrass
KALEIGH	ADAMS	Nissan of Clearwater
JANNIRYS	SILVERIO	Nissan of Clearwater
JACOB	GRIFFIN	Maserati Tampa
THOMAS	GONZALEZ	Maserati Tampa
JOSE	ORTIZ	Maserati Tampa
ANDREA	RODRIGUEZ	Maserati Tampa
JONATHAN	PINA	Maserati Tampa
GABRIEL	KOUTIN	Maserati Tampa
JESUS	ORTIZ SOLANO	Maserati Tampa
BRANDON	PISZ	Maserati Tampa
BRITNI	CECIL	Toyota of Tampa Bay
ANTHONY	GRACE	Lake City Chrysler Dodge Jeep Ram
GORDON	STOUT	Lake City Chrysler Dodge Jeep Ram
KEITH	FISHER	Jerry Ulm Chrysler Dodge Jeep Ram
ERIK	SMITH	Sun Toyota
ANA	HERNANDEZ	Jerry Ulm Chrysler Dodge Jeep Ram

# Give-A-Way



Congrats! You made it to the end of our longest Employee Newsletter to date! With our growing footprint in Florida, we hope you enjoyed learning about your fellow team members and the incredible accomplishments of our stores.

And now, we invite you to participate in our give-a-ways! Share your experiences working at Morgan Auto for a chance to be entered to win! You could receive either a Fred Factor book or up to a 4 pack of tickets to the Florida Aquarium - your choice!

Want to help your store grow? A great way to do that is to share what it's like to work with MAG on either of the sites below

<https://www.indeed.com/cmp/Morgan-Auto-Group/reviews>

<https://www.glassdoor.com/Reviews/Morgan-Automotive-Group-Reviews-E844398.htm>

After completing, please send a message via email to Brianna Bean, Director of Personnel at [bbean@morganautogroup.com](mailto:bbean@morganautogroup.com) to be entered to win the give-away along with sharing preference of tickets or book. Thank you!

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