

Deal Recap Worksheet

Salesman:	
Stock#	
Customer Name:	
Year:	
Make:	
Model:	

Actual Selling Price of Vehicle	\$ -	+
Cash Difference	\$	+

\$ -	Invoice Cost
\$ -	H/B

COST	Dealer ADDS
\$ -	
\$ -	
\$ -	
\$ -	
\$ -	
\$ -	
\$ -	
\$ -	
\$ -	
\$ -	
\$ -	TOTAL cost of ADDS

\$ -	Dealer Cash <u>NOT</u> on bill of sale
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\$ -	NET cost of Vehicle Sold	\$ -	-
	ACV of Trade	\$ -	+

	Gross Profit	\$ -		Total Commission
				\$ -

	Commission	\$ -	Spiff	\$ -	Spiff		=	Total Commission	\$ -
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Rebate Amount	Description	Code
\$ -		
\$ -		
\$ -		
\$ -		
\$ -		
\$ -		
\$ -		
\$ -		
\$ -	<<< TOTAL	

Used car aged spiffs
 \$100 (60-90 days)
 \$200 (91- more days)

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