QUOTE CALCULATION FORM

Customer Name - _____ Date - _____

Address - _____ Phone No.- _____ Salesman - _____

Codes	Description	Ref. Cost	List Price

Trade-In Description	
Make	Model
Year	Serial No.
Hours	Condition
Options	

TOTAL Ref. Cost		
Factory Freight		
Predelivery & Delivery		
Fluid & Tire Shop		
Radio & Accessories		
Misc -		
TOTAL COST / LIST		

Trade-In Calculation	Salesman	Approved ☛
Guide "Resale Cash Value"		
Hour & Condition Adjust		
Add (Deduct) Options		
Net Expected "Cash Value"		
Less % Gross Margin	-	
Less Reconditioning W.O.	-	
Less Trucking/Delivery	-	
Net Trade Allowance Value		

Program Calculation	%	Salesman	Approved ☛
Retail Bonus			
Order Bonus			
Early Settlement			
Cash In Lieu of Finance			
-			
-			
-			
Total Program Bonuses			

Cost Worksheet	Salesman	Approved ☛
Total Cost		
Less Total Programs	-	
Dealer Net Cost		
Selling Price (Divide by .9)		
Less Net Trade Allowance	-	
Net Trade Difference		

Floor Plan Calculation	
Dealer Net Cost	
Less PDI & Del	
Less Tire & Misc.	
Less Radio	
Less Trade Diff.	
Req'd Floor Plan	

Retail Quote Values	
Total List Price	
Less Disc (if any)	
Less Pgms (if shown)	
Net Selling Price	
Less Trade Diff.	
Trade-in List Price	

Profit / Commission Calculation				
Difference $	+ Net Trade Value $	- Dealer Net Cost $	= Gross Profit	$
Sales Person Commission =	Gross Profit $	x Comm % Rate	% = Commission	$

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