

# Accounting Worksheet

	<b>Sales Invoice #</b>		
<b>Account</b>	<b>Cash Receipts</b>	<b>Value</b>	
220A	Total Cash-On-Delivery	-	
205	Amount Financed - Bank	-	
	<b>Accounts Receivables</b>		
220A	Cash Deposits / Receivables	-	
261F	Finance Drafted CCR	-	
261I	Customer Incentives	-	
261I	Dealer Cash Incentives	-	
261M	Factory Sales Incentives	-	
261R	Advertising (iMR)	-	
261A	Advertising (LMA)	-	
240/241	<b>Trade-In Total Value (ACV)</b>	-	
300C	<b>Loan Payoff Amount</b>	-	
	<b>Income Accruals</b>	<b>Lock</b>	
IA1		- <input type="checkbox"/>	
IA2		- <input type="checkbox"/>	
IA3		- <input type="checkbox"/>	
	<b>Vehicle Sales Revenue</b>	-	
	<b>Finance Product Sales</b>	<b>Sale Price</b>	<b>Cost</b>
494/694	Select Product	-	-
495/695	Select Product	-	-
496/696	Select Product	-	-
497/697	Select Product	-	-
	<b>Accessory Package Sales</b>	<b>Sale Price</b>	<b>* Package Cost</b>
457/657	Select Package	-	-
	<b>Sales Associated Liabilities</b>		<b>Lock</b>
324#	Sales Tax Payable	-	
910A	Registration & Tag Fees	-	
910	Documentation Fees	-	Lock
SL1		-	<input type="checkbox"/>
65A	Advertising LMA	-	<input type="checkbox"/>
	<b>Expense Accruals</b>		
EA1	Trade Pack	-	<input type="checkbox"/>
EA2	Accrued Reserve	-	<input type="checkbox"/>
CalAdv		-	<input type="checkbox"/>
	<b>Sales Expenditures/Payable</b>	-	

<b>Vehicle Gross Profit</b>		
<b>Vehicle Selling Price</b>	-	
Accounting Cost	-	ROI
<b>Gross Profit - Finalized</b>	-	0.00%
Projected Gross Profit	-	
Gross Profit Variance	-	
<b>Commissionable Gross</b>		
Gross Profit - Finalized	-	
** Non-Commissionable	-	
Commission Before Adj.	-	Lock
Sales Commission Pack	-	<input type="checkbox"/>
Factory Holdback	-	
Factory Advertising	-	
	-	
<b>Commissionable Gross</b>	-	
Projected Commissionable	-	
Commissionable Variance	-	
<b>Flat Commission Payable</b>	-	
<b>Finance Department</b>		
Finance Reserve	-	
Products Sales	-	
<b>Total Finance Income</b>	-	
<b>Total Transaction Gross</b>	-	ROI
	-	0.00%
<b>Potential Factory Sales Incentives</b>		
Brand Standards	-	0.000%
Retail Sales Performance	-	0.000%
Customer Satisfaction CSI	-	0.000%
Certified Pre-Owned CPO	-	0.000%
Wholesale Interest Credit	-	1.000%

\* Accessory Cost charged to unit transferred to Accessories Sales on Financial Statement, vehicle selling price reduced, unit cost reduced by Accessory Cost

\*\* Non-Commissionable Dealer and Factory Incentives established on incentive worksheet