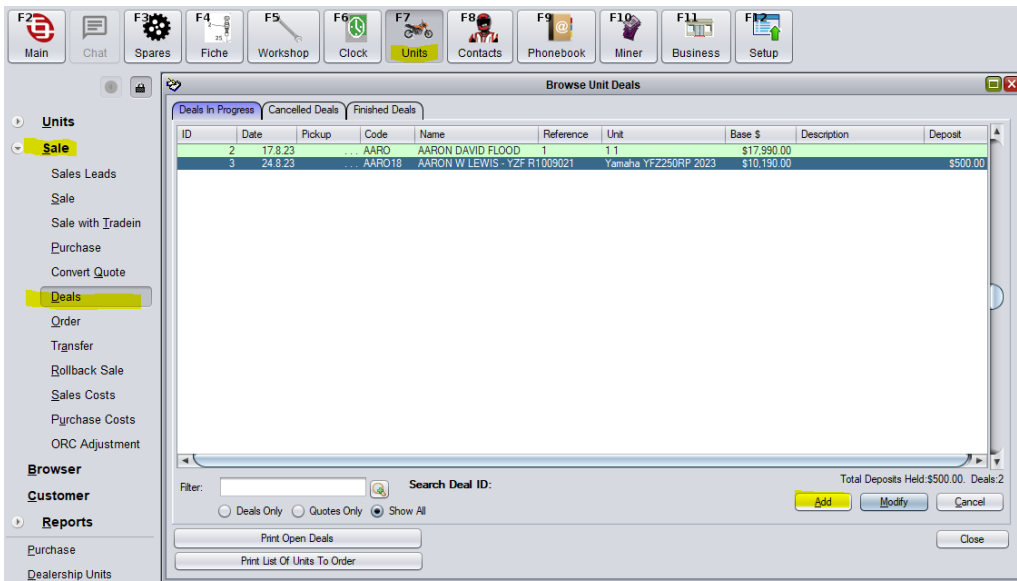


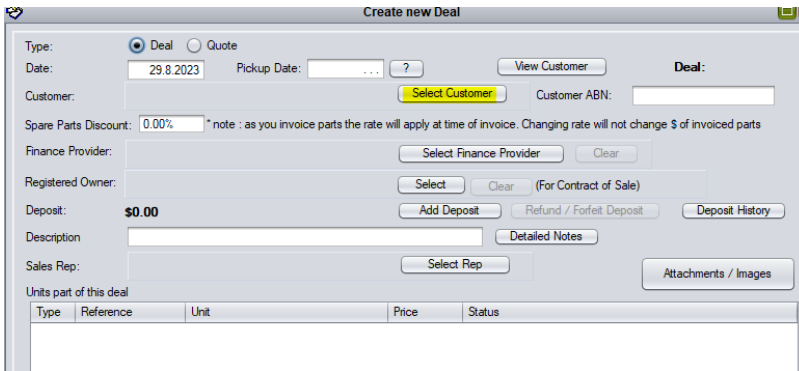
UNIT SALES – DEALS AND DEPOSITS

UNITS->SALE->DEALS

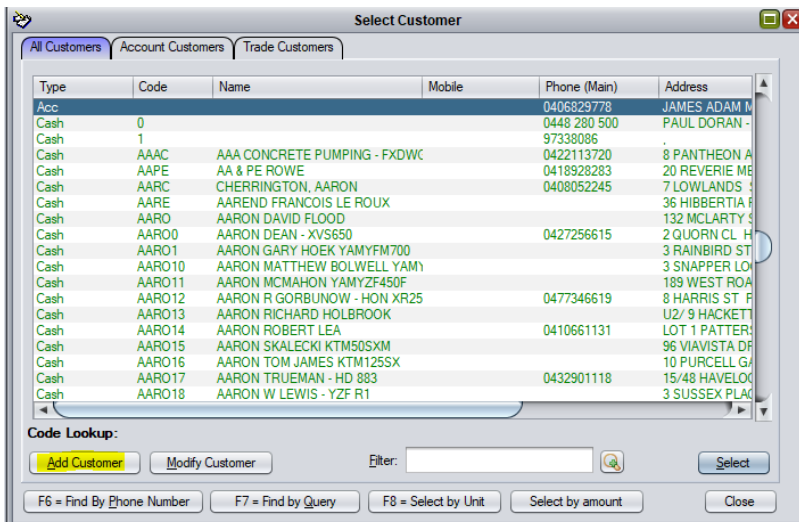
CLICK ADD DEAL TO ADD A NEW DEAL.



CLICK SELECT CUSTOMER



SELECT CUSTOMER OR ADD A NEW CUSTOMER



SELECT SALES REP

Create new Deal

Type: Deal Quote

Date: 29.8.2023 Pickup Date: ... ? View Customer Deal:

Customer: ADAM REEVES Select Custo... Customer ABN:

Spare Parts Discount: 6.00% * note : as you invoice parts the rate will apply at time of invoice. Changing rate will not change \$ of invoiced parts

Finance Provider: Select Finance Provider Clear

Registered Owner: Select Clear (For Contract of Sale)

Deposit: \$0.00 Add Deposit Refund / Forfeit Dep... Deposit Hist...

Description Detailed Not...

Sales Rep: **Select Rep** Attachments / Images

Units part of this deal

Type	Reference	Unit	Price	Status

Add Sell Add Purchase Receive View Unit Modify Delete Substitute

PPSR Query Print Spares Picklist

Total Sale: \$0.00
Total Purchase: \$0.00
Deposit: \$0.00
Balance Owning: \$0.00

Relevant Workshop Work/History

Job	Status	Description	Unit Ref	Model	Reg	Total	Job Type

New PD Job View Unit View Job Modify Job Complete J...

Finish the Deal Print Deal Print Paperwork Print Contract Particulars OK Cancel

SELECT ADD SELL

Create new Deal

Type: Deal Quote

Date: 29.8.2023 Pickup Date: ... ? View Customer Deal:

Customer: ADAM RAYMOND REEVES Select Customer Customer ABN:

Spare Parts Discount: 0.00% * note : as you invoice parts the rate will apply at time of invoice. Changing rate will not change \$ of invoiced parts

Finance Provider: Select Finance Provider Clear

Registered Owner: Select Clear (For Contract of Sale)

Deposit: \$0.00 Add Deposit Refund / Forfeit Deposit Deposit History

Description Detailed Notes

Sales Rep: Select Rep Attachments / Images

Units part of this deal

Type	Reference	Unit	Price	Status

Add Sell Add Purchase Receive View Unit Modify Delete Substitute

PPSR Query Print Spares Picklist

Total Sale: \$0.00
Total Purchase: \$0.00
Deposit: \$0.00
Balance Owning: \$0.00

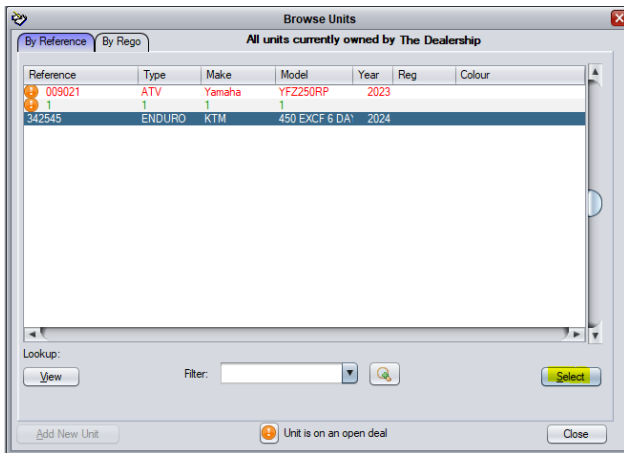
Relevant Workshop Work/History

Job	Status	Description	Unit Ref	Model	Reg	Total	Job Type

New PD Job View Unit View Job Modify Job Complete Job

Finish the Deal Print Deal Print Paperwork Print Contract Particulars OK Cancel

SEARCH FOR UNIT BY ITS REFERENCE NUMBER (NORMALLY THE LAST 6 OF THE VIN) AND SELECT NB; YOU DO NOT NEED TO SEARCH IN THE FILTER, JUST START TYPING

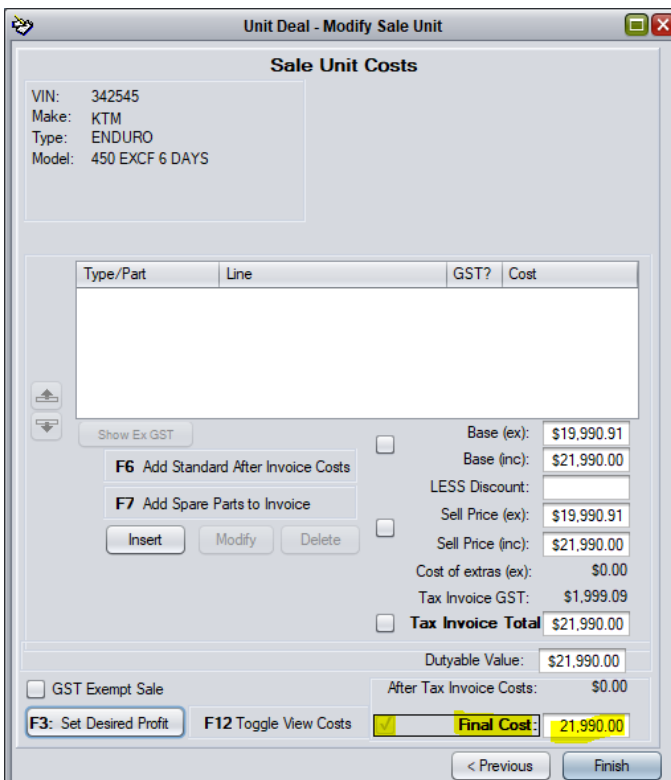


ENTER UNIT SALES INFO LIKE PRICING, ON ROAD COSTS ETC.

THE CHECK BOXES ON THIS SCREEN NEXT TO PRICING WILL LOCK THIS VALUE SO IT CANNOT BE CHANGED. FOR EXAMPLE IF A FIGURE IS ENTERED INTO THE FINAL RESALES COST, C9 WILL LOCK THIS VALUE AND IT CANNOT BE CHANGED BY ADDING ANYTHING THAT IS ADDED BY THE INSERT BUTTON.

THIS WOULD MEAN ANY ADDITIONS LIKE ON ROAD COSTS, DOF ETC WILL NOT AFFECT THE FINAL PRICE OF THE DEAL

PLEASE NOTE; ADDING SPARES, ACCESSORIES OR ANY WORKSHOP COSTS WILL AFFECT THE FINAL PRICE OF THE DEAL. EVEN IF IT IS LOCKED



IF YOU ENTER A SALE PRICE INCLUDING, THIS WILL LOCK THE BASE PRICE OF THE UNIT AND ANY ADDITIONAL ITEMS LIKE ON ROADS AND SPARES ETC WILL INCREASE THE RIDE AWAY PRICE.

Unit Deal - Modify Sale Unit

Sale Unit Costs

VIN: 342545
Make: KTM
Type: ENDURO
Model: 450 EXCF 6 DAYS

Type/Part	Line	GST?	Cost
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Show Ex GST

F6 Add Standard After Invoice Costs

F7 Add Spare Parts to Invoice

Insert Modify Delete

Base (ex): \$19,990.91
Base (inc): \$21,990.00
LESS Discount:
Sell Price (ex): \$19,990.91
Sell Price (inc): \$21,990.00
Cost of extras (ex): \$0.00
Tax Invoice GST: \$1,999.09
 Tax Invoice Total \$21,990.00
Dutyable Value: \$21,990.00
After Tax Invoice Costs: \$0.00
 GST Exempt Sale
F3: Set Desired Profit **F12 Toggle View Costs** **Final Cost:** 21,990.00
< Previous Finish

THE FOLLOWING SCREEN SHOWS THE IMPACT OF LOCKING SALE PRICE INCLUDING. FIRST IMAGE IS HOW TO ADD ON ROAD COSTS AND HOW THEY SHOULD BE SETUP.

Add Unit Cost Item

Description: **ON ROAD COSTS**

Dutyable Invoice Item
 Non Dutyable Invoice Item
 After Sale Cost (stamp duty/transfer fee)
 Paid by customer
 Paid by dealership
 Rebate
 Financial Liability/Encumbrance
 Paid by customer
 Paid by dealership
 Fixed Price Item Formula
 GST Exempt

Discount %:
Price (-GST): \$623.56
GST: \$0.00
Price (+GST): \$623.56

Supplier: **DOT (DOT)**

Txn Type: Default
 Rebate Supplier Credit Tax Invoice
 Purchase (Track on AR)

Inv Date: 29.8.23 Due Date: 12.9.23
Reference: **REGISTRATION**
OK Cancel

THIS NEXT SCREEN SHOWS THE IMPACT THIS HAS ON THE DEAL WHEN YOU LOCK THE SALE PRICE AS PER PREVIOUS PAGE.

Unit Deal - Modify Sale Unit

Sale Unit Costs

VIN: 342545
Make: KTM
Type: ENDURO
Model: 450 EXCF 6 DAYS

Type/Part	Line	GST?	Cost
On Road Cost	ON ROAD COSTS		\$623.56

Show Ex GST

Base (ex): \$19,990.91
Base (inc): \$21,990.00
LESS Discount:

F6 Add Standard After Invoice Costs
F7 Add Spare Parts to Invoice

Insert Modify Delete

Sell Price (ex): \$19,990.91
 Sell Price (inc): \$21,990.00
Cost of extras (ex): \$0.00
Tax Invoice GST: \$1,999.09
 Tax Invoice Total: \$21,990.00

Dutyable Value: \$21,990.00
After Tax Invoice Costs: \$623.56

F3: Set Desired Profit F12 Toggle View Costs Final Cost: \$22,613.56

< Previous Finish

ONCE ALL THE EXTRAS ARE ENTERED, CLICK FINISH.

WE CAN NOW SEE THE UNIT AND IT'S PRICING IN THE DEAL. NEXT WE CLICK ADD DEPOSIT TO ADD THE DEPOSIT BEING LEFT BY THE CUSTOMER.

Create new Deal

Type: Deal Quote
Date: 29.8.2023 Pickup Date: ... ? View Customer Deal: 4
Customer: ADAM RAYMOND REEVES Select Customer Customer ABN:
Spare Parts Discount: 0.00% * note : as you invoice parts the rate will apply at time of invoice. Changing rate will not change \$ of invoiced parts
Finance Provider: Select Finance Provider Clear
Registered Owner: Select Clear (For Contract of Sale)
Deposit: \$0.00 Add Deposit Refund / Forfeit Deposit Deposit History
Description: Detailed Notes
Sales Rep: Select Rep Attachments / Images

Units part of this deal

Type	Reference	Unit	Price	Status
Sell	342545	KTM 450 EXCF 6 DAYS 2024	\$22,613.56	Ready

Add Sell Add Purchase Receive View Unit Modify Delete Substitute

PPSR Query Print Spares Picklist

Total Sale: \$22,613.56
Total Purchase: \$0.00
Deposit: \$0.00
Balance Owing: \$22,613.56

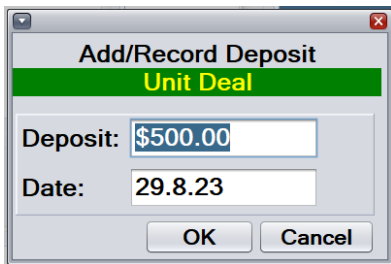
Relevant Workshop Work/History

Job	Status	Description	Unit Ref	Model	Reg	Total	Job Type
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New PD Job View Unit View Job Modify Job Complete Job

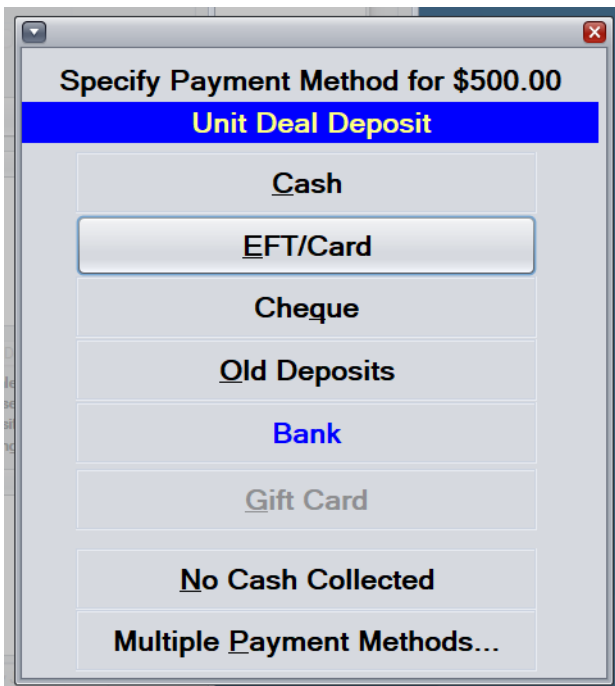
Finish the Deal Print Deal Print Paperwork Print Contract Particulars OK Cancel

ENTER THE DEPOSIT AMOUNT AND CLICK OK.



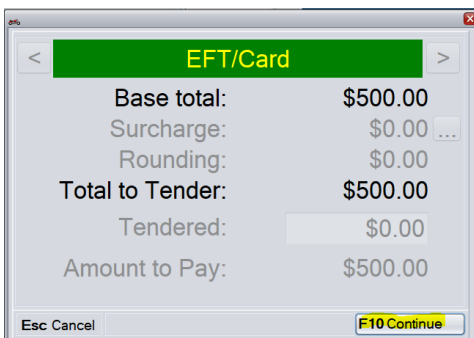
The dialog box is titled "Add/Record Deposit" and has a green header bar with the text "Unit Deal". It contains two input fields: "Deposit:" with the value "\$500.00" and "Date:" with the value "29.8.23". At the bottom, there are two buttons: "OK" and "Cancel".

SELECT THE PAYMENT METHOD FOR THE DEPOSIT



The dialog box is titled "Specify Payment Method for \$500.00" and has a blue header bar with the text "Unit Deal Deposit". It contains several buttons for payment methods: "Cash", "EFT/Card", "Cheque", "Old Deposits", "Bank", "Gift Card", "No Cash Collected", and "Multiple Payment Methods...".

FOLLOW THE STEPS TO FINALISE THE DEPOSIT



The dialog box has a green header bar with the text "EFT/Card". It displays a summary of the transaction:

Base total:	\$500.00
Surcharge:	\$0.00 ...
Rounding:	\$0.00
Total to Tender:	\$500.00
Tendered:	\$0.00
Amount to Pay:	\$500.00

At the bottom, there are two buttons: "Esc Cancel" and "F10 Continue".



The dialog box is titled "Type In Your Clerk Key". It contains a text input field with four asterisks "****" and a checkbox labeled "Memorize And auto reuse this code for next 5 ...". Below the input field, the name "Donna" is displayed. At the bottom, there are two buttons: "OK" and "Cancel".

CLICK OK TO SAVE THE DEPOSIT AND PRINT THE DEPOSIT SLIP FOR THE CUSTOMER

Type: Deal Quote
Date: 29.8.2023 Pickup Date: ... ? View Customer Deal: 4
Customer: ADAM RAYMOND REEVES Select Customer Customer ABN: ...
Spare Parts Discount: 0.00% * note : as you invoice parts the rate will apply at time of invoice. Changing rate will not change \$ of invoiced parts
Finance Provider: Select Finance Provider Clear
Registered Owner: Select Clear (For Contract of Sale)
Deposit: \$0.00 + 500.00 = \$500.00 Add Deposit Refund / Forfeit Deposit Deposit History
Description: Detailed Notes
Sales Rep: Select Rep Attachments / Images
Units part of this deal

Type	Reference	Unit	Price	Status
Sell	342545	KTM 450 EXCF 6 DAYS 2024	\$22,613.56	Ready

Add Sell Add Purchase Receive View Unit Modify Delete Substitute
PPSR Query Print Spares Picklist
Total Sale: \$22,613.56
Total Purchase: \$0.00
Deposit: \$500.00
Balance Owning: \$22,113.56
Relevant Workshop Work/History

Job	Status	Description	Unit Ref	Model	Reg	Total	Job Type
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New PD Job View Unit View Job Modify Job Complete Job
Finish the Deal Print Deal Print Paperwork Print Contract Particulars OK Cancel

Deposit Receipt Print Menu
A4 Receipt/Invoice
Email Receipt/Invoice
Do Not Print Now
Exit and Cancel

C9 WILL NOW RETURN TO THE DEALS SCREEN. FROM HERE WE WANT TO PRINT THE CONTRACT OF SALE. SELECT THE DEAL AND CLICK MODIFY. THEN CLICK ON THE PRINT PAPERWORK BUTTON.

Type: Deal Quote
Date: 29.8.2023 Pickup Date: ... ? View Customer Deal: 4
Customer: ADAM RAYMOND REEVES Select Customer Customer ABN: ...
Spare Parts Discount: 0.00% * note : as you invoice parts the rate will apply at time of invoice. Changing rate will not change \$ of invoiced parts
Finance Provider: Select Finance Provider Clear
Registered Owner: Select Clear (For Contract of Sale)
Deposit: \$500.00 Add Deposit Refund / Forfeit Deposit Deposit History
Description: Detailed Notes
Sales Rep: Select Rep Attachments / Images
Units part of this deal

Type	Reference	Unit	Price	Status
Sell	342545	KTM 450 EXCF 6 DAYS 2024	\$22,613.56	Ready

Add Sell Add Purchase Receive View Unit Modify Delete Substitute
PPSR Query Print Spares Picklist
Total Sale: \$22,613.56
Total Purchase: \$0.00
Deposit: \$500.00
Balance Owning: \$22,113.56
Relevant Workshop Work/History

Job	Status	Description	Unit Ref	Model	Reg	Total	Job Type
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New PD Job View Unit View Job Modify Job Complete Job
Finish the Deal Print Deal Print Paperwork Print Contract Particulars OK Cancel

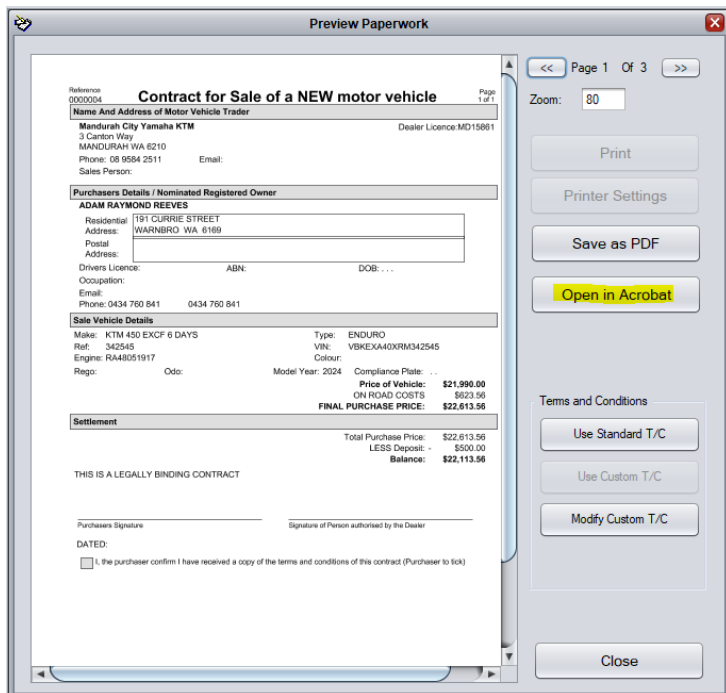
SELECT THE C9 CONTRACT OF SALE AND CLICK GENERATE SELECTED

Unit Deal Paperwork

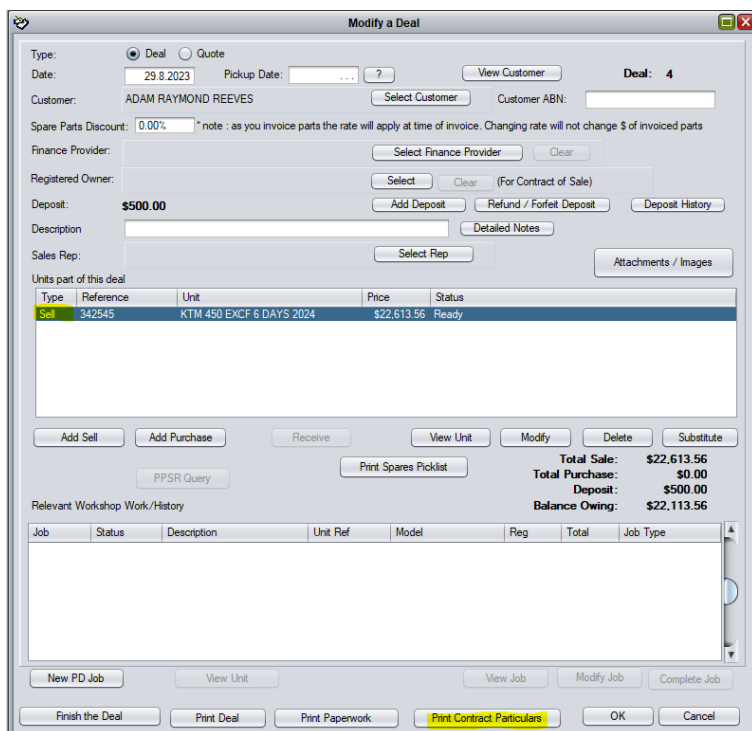
Region: NSW NT QLD SA VIC WA

Document	Copies
C9 Contract of Sale	1
Bulk Registration Form	1
Registration Form	1
Registration Form - Prior Version	1
Transfer Form	1
Warranty Form	1
No Warranty Form	1
C9 Contract of Sale (Old)	1
Derestriction For Competition Use	1

OPEN THE DOCUMENT IN ACRBAT TO PRINT FOR THE CUSTOMER



HIGHLIGHT THE UNIT IN THE DEAL AND CLICK PRINT CONTRACT PARTICULARS TO PRINT THE FIRST PAGE OF THE SALES CONTRACT FOR THE CUSTOMER TO SIGN AND THEN KEEP THIS WITH YOUR DEAL PACK.



CLICK OK TO RETURN TO THE DEALS SCREEN.