

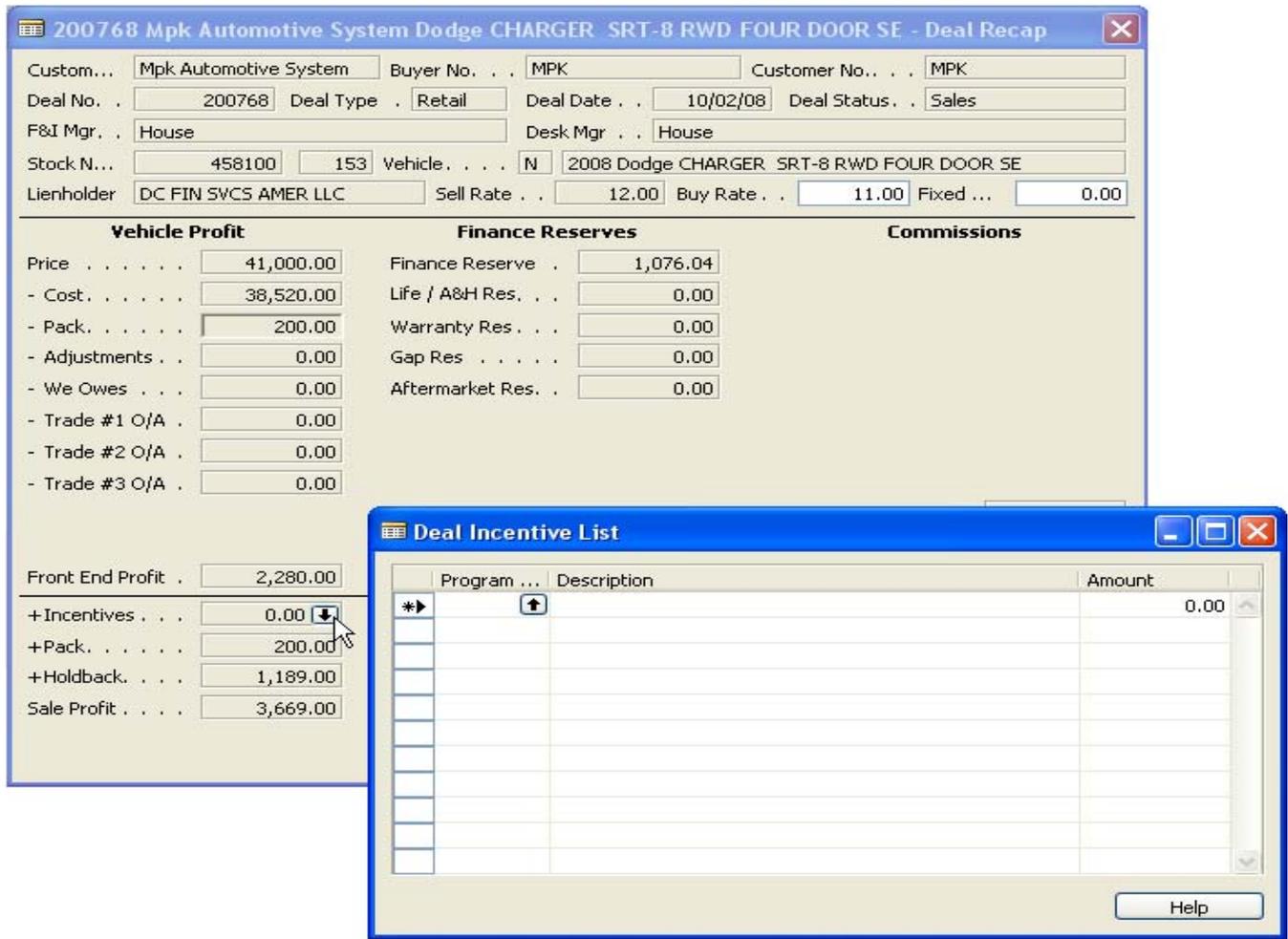
Section 2. – Incentives

Adding Incentives to Deals

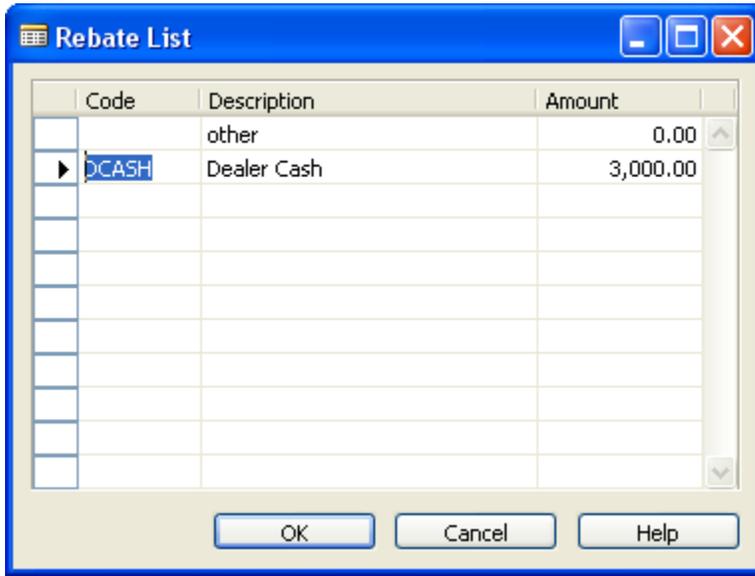
Begin by accessing the Incentives screen.

- Log on MPK
- Select 'Vehicle Sales'
- Select 'F&I Office'
- F9 for Recap screen

Incentives are used to increase the front end profit of the deal. The Incentives can be found by going to the Recap screen (F9) and then clicking on the  and getting the Deal Incentive List. The list will show all incentives entered in a deal. You will then click on the  Up Arrow in the Program Code box and another list will appear with all the commonly used incentives/rebates at your dealership.



This list is customizable per dealer request. The amounts entered in the initial setup for the incentive/rebate list can be modified at anytime and is not restricted to the amount that is entered at the time you entered the incentive amount originally. If you don't choose any from the rebate list and just enter an amount in the Deal Incentive List screen it will just show the amount with no description and will still calculate into the deal.



Code	Description	Amount
	other	0.00
▶ DCASH	Dealer Cash	3,000.00



HELPFUL HINT: As you type any information into the 'Rebate List' remember to tab or enter after you have entered the description or amount. There is not save feature in this screen as the system is autosaving as you type as long as you have tabbed or entered after the field is complete. This "saving" technique is applicable to everything inputted into the system.

Once you are complete entering in all applicable Incentives to the deal, make sure you have tab or entered off the last line of description that has been entered and press the ESC key. This will take you back the Recap screen where you can add anymore applicable information to the deal.