

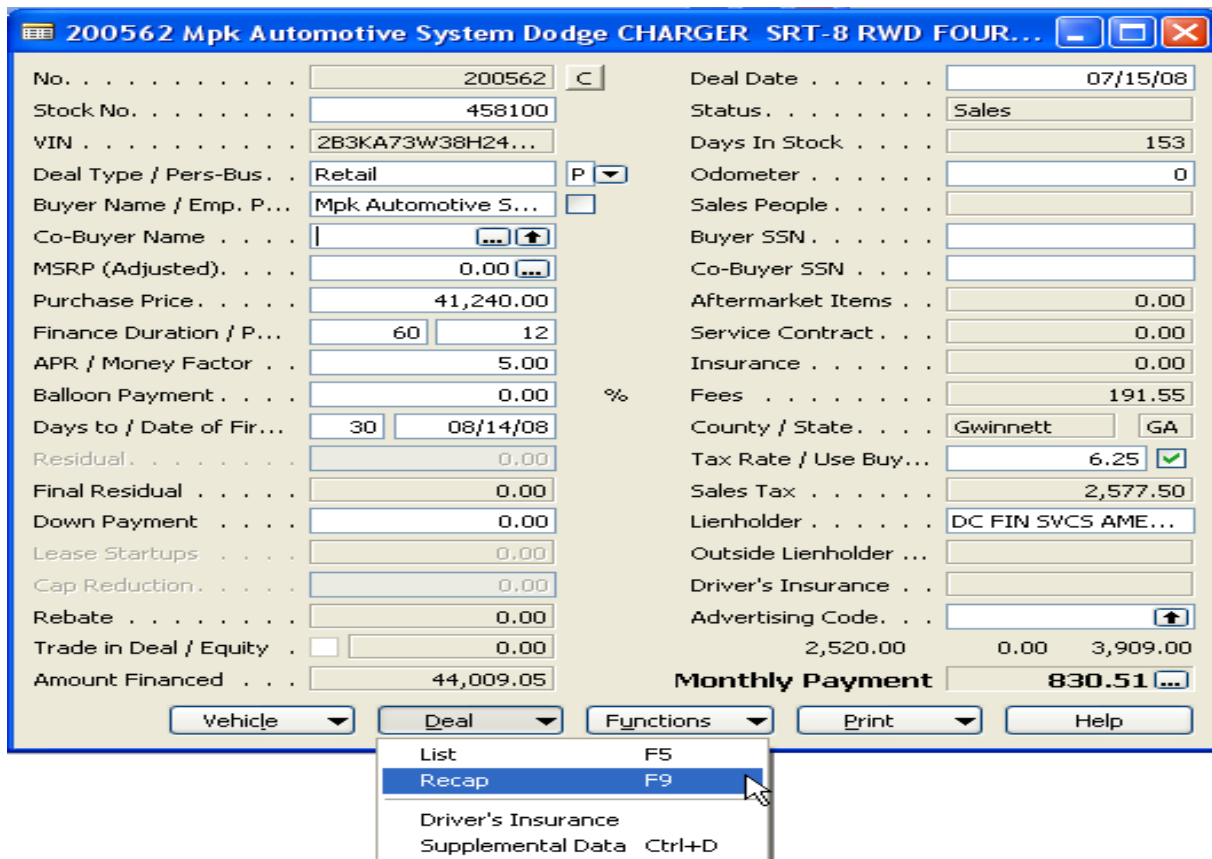
## Section 2. – We Owes

### Adding We Owes To Deals

Begin by accessing the We Owe screen.

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

We Owes are used in the deal whenever there is work promised the buyer/customer after the sale of the vehicle. We Owes are located in the Recap Screen (F9) under We Owes. Once you click on the We Owes field there is an Up Arrow that you click on and the Deal We Owe List will appear. In the list, you can type whatever the description(s) of the We Owe work that has been promised to the customer. Whatever information is typed in the description field of the Deal We Owe List will print on the We Owe form in F&I when it's time to print the paperwork and not the amount.



Once you have clicked on the drop-down selection in the Recap screen in the 'We Owes' section the 'Deal We Owe List' will appear. You can add as many We Owes as needed in the list by clicking in the line below your previous entry.

The screenshot displays a software interface for a 'Deal Recap' window. At the top, the window title is '200562 Mpk Automotive System Dodge CHARGER SRT-8 RWD FOUR DOOR SE - Deal Recap'. Below this, there are several fields for deal information: Custom... (Mpk Automotive System), Buyer No. (MPK), Customer No. (MPK), Deal No. (200562), Deal Type (Retail), Deal Date (07/15/08), Deal Status (Sales), F&I Mgr. (House), Desk Mgr. (House), Stock N... (458100), 153, Vehicle (N, 2008 Dodge CHARGER SRT-8 RWD FOUR DOOR SE), Lienholder (DC FIN SVCS AMER LLC), Sell Rate (5.00), Buy Rate (5.00), and Fixed ... (0.00).

The interface is divided into three main sections: 'Vehicle Profit', 'Finance Reserves', and 'Commissions'. Under 'Vehicle Profit', there are fields for Price (41,240.00), Cost (38,520.00), Pack (200.00), Adjustments (0.00), We Owes (0.00), Trade #1 O/A (0.00), Trade #2 O/A (0.00), and Trade #3 O/A (0.00). Under 'Finance Reserves', there are fields for Finance Reserve (0.00), Life / A&H Res. (0.00), Warranty Res. (0.00), and Gap Res. (0.00). Under 'Commissions', there are fields for Aftermarket Res. (0.00). At the bottom of the 'Vehicle Profit' section, there are fields for Front End Profit (2,520.00), +Incentives (0.00), +Pack (200.00), +Holdback (1,189.00), and Sale Profit (3,909.00).

An inset window titled 'Deal We Owe List' is open, showing a table with the following columns: Description, Amount, and Closed. The table has one row with a description starting with a double arrow, an amount of 0.00, and a closed status. The window also has a 'Help' button at the bottom right.

- Description – Type the description of what “We Owe” work is owed to buyer/customer in the deal
- Amount – The amount of the We Owe owed to the buyer/customer
- Closed – Used as an informational tool designed to inform the sales and F&I managers the statuses of We Owe work performed throughout the car buying process.



**HELPFUL HINT:** As you type any information into the 'Deal We Owe 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 being inputted into the system.

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Once you are complete entering in all applicable We Owes 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.