



SALES GROSS CALCULATIONS – CRM/DMS VS ACCOUNTING

With:

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Welcome

- Agenda
 - The constant battle of accurate gross
 - Key areas to look at for differences
 - Making the process more transparent



The constant battle

- If there is a battle with the office over money who wins?
- The backstory of Sales v Office
 - Salespeople and managers see, what to their understanding, arbitrary adjustments to gross that aren't explained and that the office doesn't realize you were counting on that money.
 - Office staff sees sales turning in junk paperwork expecting them to fix it. Sales is always asking of the office but never offering help to make the work easier.

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The friction points

- Individual transactions – Sales managers typically designate and track salesperson commissionable gross.
- Monthly manager commissions
- It's hard to admit a posting mistake if challenged on an under payment



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Shaving of gross – just a little off the top

- Anecdotal gross – “Hi, honey – I just grossed \$3,800 on a deal.”
- F&I/Sales Manager gross – “I see we grossed \$3,500 on a deal.”
- Posting gross – “After we posted the deal, we show \$3,200 gross.”
- Financial statement – the cumulative result after reconciled schedules and statements.

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Vehicle transactions

- Have a clearly defined “commissionable gross”
- Unknown open repair orders
- We Owe not set-up as part of the deal
- Costs come in post-sale (transportation, sublet bills, etc.)
- Payoffs, remaining payments are incorrect
- Contracting errors (rate, reserve, bank fees)



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Monthly gross

- Communicate - Bridge the gap of adjustments
- The office's responsibility is to let sales know of any consistent errors.
- Prior month's sales adjustments
- Product cancellations
- Rebate errors



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Statement gross

Account Summary							
Account	AcctType	Description	Balance Forward	Count	Debits	Credits	Line Total
60500	C	C/S ACCORD 4DR	5,050,534.91	46	836,550.14	-58,656.70	777,893.44
Final Balance							
5,828,428.35							
Account detail							
Jrnl	Jrnl Description	Count	Debits	Credits	Line Total	AcctType	
10	NEW VEHICLE SALES	37	810,492.10	-58,406.70	752,085.40		
15	DEALER TRADES	1	24,390.91	.00	24,390.91		
30	SERVICE SALES CASH	5	1,487.13	.00	1,487.13		
60	CASH DISBURSEMENTS	1	50.00	.00	50.00		
75	PURCHASES	1	.00	-250.00	-250.00		
80	GENERAL JOURNAL	1	130.00	.00	130.00		
Account Summary							
Account	AcctType	Description	Balance Forward	Count	Debits	Credits	Line Total
60600	C	C/S FIT	494,902.65	3	19,726.37	.00	19,726.37
60900	C	C/S CROSSTOUR	32,997.24	0	.00	.00	.00
61000	C	C/S PILOT	3,357,474.31	7	123,692.54	-5.90	123,686.64
61200	C	C/S ODYSSEY	1,271,872.39	14	307,895.53	-33,431.91	274,463.62
61300	C	C/S CRV	5,705,541.23	44	1,049,892.28	-54,289.88	995,602.40
Final Balance							
6,701,143.63							
Account detail							
Jrnl	Jrnl Description	Count	Debits	Credits	Line Total	AcctType	
10	NEW VEHICLE SALES	36	938,694.65	-54,289.88	884,404.77		
15	DEALER TRADES	4	110,345.47	.00	110,345.47		
30	SERVICE SALES CASH	2	525.00	.00	525.00		
60	CASH DISBURSEMENTS	1	31.16	.00	31.16		
80	GENERAL JOURNAL	1	296.00	.00	296.00		

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Statement gross

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08/06/2020 ROBC                LOUISIANA LEXUS                0504
11:49:00                        GL INQUIRY                    PAGE 1
ACCOUNT 6110 C/S - ES330/ES350  FOR MONTH OF 07/2020
BEG. BALANCE      SRC TRANS DEBIT AMOUNT      CREDIT AMOUNT      END BALANCE
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12,182,801.61
          1   31      1,225,068.59      -83,696.25
          5   19              -3,800.00
         11   28      6,078.65      -9,000.00
          9    3       750.00      -1,500.00
-----
                    1,133,900.99
                                   13,316,702.60
  
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(D=DISPLAY DETAIL) (C=CONTINUE) (E=END) (F=FORWARD) (B=BACK) (P#=PAGE#)
 (NA=NEXT ACCT) (PA=PRIOR ACCT) (NM=NEXT MONTH) (PM=PRIOR MONTH)

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Keys to ending the battle

- Check that sales inventory value matches accounting schedule.
- Review adjustments to deals on posting with sales management.
- Communicate adjustments
- Routinely look at what is hitting COS

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