

## EthicalCarSalesman.com Haggle-Free Dealer Worksheet

### Attention Dealer / Sales Manager / Sales Consultant

Please assist your prospective client in obtaining all of the information requested on this worksheet.

Your client will be asked to share about their experience on our website.

If you are not already a member of EthicalCarSalesman.com, consider joining us if you agree with our Code of Ethics Pledge. We provide a link for vehicle buyers and truly ethical sales consultants that have earned and deserve our customer referrals.

Vehicles of Interest Pricing Information			
Dealership Name	1	2	3
Vehicle Description (Make/Model/Stock#)	1	2	3
Kelley Blue Book Estimated Used Car Retail Value (KBB.com)	\$	\$	\$
Dealers Original Selling Price or MSRP	\$	\$	\$
Dealer Installed Accessories	+	+	+
Document Fees	+	+	+
Other Dealer Fees	+	+	+
Haggle-Free Discount	-	-	-
Other Applicable Discounts	-	-	-
Manufacturer Rebates and Bonus Cash			
Best Price	=	=	=
Other Misc.			
State and Local Taxes	+	+	+
State and Local Fees (Titling, etc.)	+	+	+
<b>Total Selling Price of Vehicle</b>	<b>= \$</b>	<b>= \$</b>	<b>= \$</b>

Trade-in Information			
KBB.com Trade-in Value			
Trade-in Allowance			
Balance Owed on Trade			
<b>Net Equity</b>	<b>+/- \$</b>	<b>+/- \$</b>	<b>+/- \$</b>

The Bottom Line			
Total Selling Price of Vehicle			
Net Equity of Trade	+/-	+/-	+/-
Sub Total	=		
Cash on Delivery	-	-	-
Other Misc. Variable			
<b>Total Balance to Pay / Finance</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>

Financing			
Bank/Finance Company Name			
Interest Rate			
Number of Payments (Months)			
<b>Amount of Monthly Payments</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>

Additional Notes: