

### **OverVUE**

VUE Sales Proposals help expedite the sales process at your dealership. Choose any (or all) of the three proposal types to default to the same starting point for each negotiation during Desking. Edit on the fly to close the deal. Contact Dominion DMS Support to enable the Sales Proposals feature.

### Permissions

In Accounting > Maintenance > Employees provide Permissions for Sales > Maintenance > Sales > Proposal Defaults and [**Save**] in the Action Ribbon.

# Proposal Defaults () Create ★ Read ✓ Update ✓ Delete ★

# Set-Ups

- Navigate to Sales > Maintenance > Sales > Proposal Defaults
- Use the Dropdown on the General tab to select a Default Proposal Type.
- Select the tab associated with your selection. or
- Select None as the Default Proposal Type and fill out all three tabs.

### 1. Grid tab

• Down Payment - The amount to be Added-to or Totaled-to the Scenario Down Payment.

General	Grid	Payment	Four Square
	Default Proposal Type	None None Grid Payment Four Square	
General	Grid	Payment	Four Square

- Down Payment Function Select either to Add-to or Total-to the Scenario Down Payment.
- Term Input the Payment Terms in months. This entry overrides the Term used in the Desk/Deal Scenario.
- Term Function Choose to Add-to or Total-to the Term on the Desk or Deal Scenario.
- Payment Range Enter the dollar amount of variance to be Added to the Payment. If the Payment Range is set to "20" and the Payment is \$525, then "\$525 \$545" is displayed.
- Print By Use the dropdown to select either Sales Manager, F&I Manager, or Salesperson.
- Print VIN and or Print MSRP Select Yes or No.
- Proposal Disclaimer Input a disclaimer to print on every Grid proposal.

Click [Save] in the Action Ribbon.

	Option 1		Option	2	Option	3	Option	4
Down Payment		\$100		\$200		\$300		\$400
Down Payment Function	Additional	🔵 Total	Additional	🔵 Total	Additional	🔵 Total	Additional	Total
Term		36		48		60		72
Term Function	Additional	Total	Additional	Total	OAdditional	Total	OAdditional	Total
Payment Range		\$20						
Print By	Salesperson	-	Proposal Discl	laimer				
Print VIN	Yes	No						
Brint MCDD	Ves	No No						

### 2. Payment tab

 Term - Enter the adjustment to be made to the Term displayed on the Desk/Deal scenario, i.e. to reduce the Term by 12, enter "-12"; to increase the Term by 12, enter "+12."

General Grid	Payment	Four Square
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- Down Enter the adjustment to be made to the Down Payment displayed on the Desk/Deal scenario, i.e. to reduce the Down Payment by \$500, enter "-500"; to increase the Down Payment by \$500, enter "+500." This field is not available if Compute Down (Payment) is selected/checked.
- Compute Down This feature is for use in conjunction with Term reduction (a negative number in the Term field). Mark the checkbox to calculate the Down Payment necessary to retain the same Payment amount displayed on the Desk/Deal scenario (See details in the *Payment Proposal* section below).
- Payment Range Enter the dollar amount of variance to be ADDED to the Payment. If the Payment Range is set to "20" and the Payment is \$525, then "\$525 \$545" is displayed.
- Print By Use the dropdown to select either Sales Manager, F&I Manager, or Salesperson.
- Print VIN and or Print MSRP Select Yes or No.
- Proposal Disclaimer Input a disclaimer to print on every Payment proposal.

#### Click [**Save**] in the Action Ribbon.

	Option 1	Option 2	Option 3	
Term	48	60	82	
Down	\$1000	\$2000	\$3000	
	Compute Down	Compute Down	Compute Down	
Payment Range	\$5			
Print By	Salesperson 👻	Proposal Disclaimer		
Print VIN	Yes No			
Print MSRP	Yes No			

#### 3. Four-Square tab

• Print By - Use the dropdown to select either Sales Manager, F&I Manager, or Salesperson.

- Print VIN and or Print MSRP Select Yes or No.
  Proposal Disclaimer Input a disclaimer to print on every Four-Square proposal.
- Click [**Save**] in the Action Ribbon.

Print By	Salesperson	•	Proposal Disclaimer
Print VIN	Yes	No	
Print MSRP	Yes	No	

### Creating A Proposal

- Navigate to Sales > F&I > Sales Desk or Deals.
- Each proposal type applies the entries in the Sales Desk or Deal screen to the Default settings in Sales > • Maintenance > Sales > Proposal Defaults.
- EXAMPLE: If you have the Default Down • Payment set to \$500 and Down Payment Function set to Additional, when the amount you enter for Down Payment in the Sales Desk/ Deal scenario is \$1000, the Proposal Down Payment total is \$1500 and then prints that as a Payment Option associated with that down payment.
- Term and Down Payments are editable in the pop up and • the grayed out fields display the results to print.

Within the Sales Desk or in the Deal:

- If defaults are set None, click on the [Proposals] button in the Action Ribbon.
- If multiple proposal types are available, • hover over the [Proposals] button in the



Dominion

Raleigh, Nc 92673 (320) 333-4444

testr@hotmail.c Stock # E1397

VIN

Year

Make

Model

Trim

Color

Engine 4

Vehicle Features

Mileage 6

Exclusively for Buyer: Lily Han 6604 Valley Estates D

2017

KIA

Soul

BLK

KNDJP3A51H742356

Options	Customer Proposal				
Term	Down	1500			
36	3	\$608-\$628			
48		\$462-\$482			
60		\$374-\$394			
72	2	\$316-\$336			

03/08/202

MSRP

Sales Price

Trade Value

Your Price

+ Tax

+ Payoff

\$20,670.00

\$24,660.00

\$2,500.00

\$22,160,00

10.57 AI

### **Grid Proposal**

The Grid proposal pop-up provides a simple X/Y grid for comparisons.

Use the default values or edit the:

- Down Payment Establishes the X-Axis of the Grid Proposal.
- Term Establishes the Y-Axis of the Grid Proposal. .
- Payment Range Indicates the dollar amount of variance added to the Payment, i.e. if the Payment Range is set to "20" and the Payment in the Scenario is \$525, then \$525 -\$545 prints.

-		•				1	Term Down	500	1000	1500	2000
						X	36	\$1323-\$1343	\$1295-\$1315	\$1267-\$1287	\$1239-\$1259
						~	48	\$1221-\$1241	\$1197-\$1217	\$1173-\$1193	\$1148-\$1168
			Down Paym	ents			60	\$1160-\$1180	\$1138-\$1158	\$1116-\$1136	\$1094-\$1114
							72	\$1119-\$1139	\$1099-\$1119	\$1078-\$1098	\$1057-\$1077
	\$500		\$1000	\$1500	5	2000		1	his is a Disclaimer for the Grid Pr	oposal	
	\$1323-\$1343		\$1295-\$1315	\$1267-\$1287	\$1239-5	1259	y Hamptom Acceptance				
	\$1221-\$1241		\$1197-\$1217	\$1173-\$1193	\$1148-5	1168	aler Signature				
	\$1160-\$1180		\$1138-\$1158	\$1116-\$1136	\$1094-5	1114					
	\$1119-\$1139		\$1099-\$1119	\$1078-\$1098	\$1057-5	1077					
t Range		20									
					Print Ca	ncel					
	t Range	\$500 \$1323-\$1343 \$1221-\$1241 \$1160-\$1180 \$1119-\$1139 t Range	\$500 ( \$1323-\$1343 ( \$1221-\$1241 ( \$1160-\$1180 ( \$1119-\$1139 ( t Range 20	Down Paym           \$500         \$1000            \$1323-\$1343         \$1295-\$1315            \$1221-\$1241         \$1197-\$1217            \$1160-\$1180         \$1138-\$1158            \$1119-\$1139         \$1099-\$1119            \$1119-\$1139         \$1099-\$1119            t Range         20         20	Down Payments           \$500         \$1000         \$1500           \$1323-\$1343         \$1295-\$1315         \$1267-\$1287           \$1221-\$1241         \$1197-\$1217         \$1173-\$1193           \$1160-\$1180         \$1138-\$1158         \$1116-\$1136           \$1119-\$1139         \$1099-\$1119         \$1078-\$1098           t Range         20         20         20	Down Payments           \$500         \$1000         \$1500         \$           \$1323-\$1343         \$1295-\$1315         \$1267-\$1287         \$1239-\$           \$1221-\$1241         \$1197-\$1217         \$1173-\$1193         \$1148-\$           \$1160-\$1180         \$1138-\$1158         \$1116-\$1136         \$1094-\$           \$1119-\$1139         \$1099-\$1119         \$1078-\$1098         \$1057-\$           t Range         20         Print         Car	Down Payments           \$500         \$1000         \$1500         \$2000           \$1323-\$1343         \$1295-\$1315         \$1267-\$1287         \$1239-\$1259           \$1221-\$1241         \$1197-\$1217         \$1173-\$1193         \$1148-\$1168           \$1160-\$1180         \$1138-\$1158         \$1116-\$1136         \$1094-\$1114           \$119-\$1139         \$1099-\$1119         \$1078-\$1098         \$1057-\$1077           t Range         20         Print         Cancel	36           Down Payments         48           5500         \$1000         \$1500         \$2000           \$1323-\$1343         \$1295-\$1315         \$1267-\$1287         \$1239-\$1259           \$1221-\$1241         \$1197-\$1217         \$1173-\$1193         \$1148-\$1166           \$1160-\$1180         \$1138-\$1158         \$1116-\$1136         \$1094-\$1114           \$1197-\$1217         \$1078-\$1098         \$1057-\$1077           t Range         20         Print         Cancel	36         \$1323.\$1343           Down Payments         48         \$1221.\$1241           \$500         \$1000         \$1500         \$2000           \$1323.\$1343         \$1295.\$1315         \$1267.\$1287         \$1239.\$1259           \$1221.\$2141         \$1197.\$1217         \$1173.\$1193         \$1148.\$1168           \$1160.\$1180         \$1138.\$1158         \$1116.\$1136         \$1094.\$1114           \$119.\$1139         \$1099.\$1119         \$1078.\$1098         \$1057.\$1077           t Range         20         Print         Cancel	38         \$1323-\$1343         \$1295-\$1315           Lown Payments         48         \$1221-\$1241         \$1197-\$1217           \$5500         \$1000         \$1500         \$2000           \$1323-\$1343         \$1295-\$1315         \$1267-\$1287         \$1239-\$1259           \$1221-\$1241         \$1197-\$1217         \$1173-\$1193         \$1148-\$1168           \$121-\$1241         \$1197-\$1217         \$1173-\$1193         \$1148-\$1168           \$1160-\$1180         \$1138-\$1158         \$1116-\$1136         \$1094-\$1114           \$1119-\$1139         \$1099-\$1119         \$1078-\$1098         \$1057-\$1077           t Range         20         Print         Cancel	36         \$1323-\$1343         \$1265-\$1315         \$1267-\$1287           48         \$1221-\$1241         \$1197-\$1217         \$1173-\$1193           5500         \$1000         \$1500         \$2000           \$1323-\$1343         \$1295-\$1315         \$1267-\$1287           \$1323-\$1343         \$1295-\$1315         \$1267-\$1287         \$2139-\$129-\$129           \$1321-\$1241         \$1197-\$1217         \$1173-\$1193         \$1148-\$1168           \$1221-\$1241         \$1197-\$1217         \$1173-\$1193         \$1148-\$1168           \$1160-\$1180         \$1138-\$1158         \$1116-\$1136         \$1094-\$1114           \$1119-\$1139         \$1099-\$1119         \$1078-\$1098         \$1057-\$1077           t Range         20         Print         Cancel



# **Four-Square Proposal**

The Four-Square Proposal pop-up lets you print a proposal that includes the Trade Allowance, Sales Price, Down Payment (including Rebates), and a Payment. You can adjust the Trade Allowance, Sales Price, Down Payment (including Rebates), and Payment within this popup.

- Trade Imports the Trade Allowance from the selected scenario tab in the Sales Desk or Deal. This amount may be edited; however, no calculations are made.
- Sales Price Imports the Sales Price from the selected scenario tab. This amount may be edited; however, no calculations are made.
- Down
  - Cash Imports the Down Payment from the selected scenario tab. This amount may be edited; however, no calculations are made.
  - Rebate Imports the Rebate from the selected scenario tab. Th amount may be edited; however, no calculations are made.
- Payment Imports the Payment in whole dollar amounts from the selected scenario tab. This field is not directly editable.
- Payment Range Indicates the dollar amount of variance added to the Payment, i.e. if the Payment Range is set to "20" and the Payment is \$525, then \$525 \$545 prints.

Click the [Print] button.

	Contraction NOTO COMPANY California A. Bill: - 2010 Bill: - revealation	UAT 1002 Sales Proposal	03/08/2021 2:09 PM
	Exclusively for Buyer: Lily Hamptom		
	123 Amethyst Ave		_
	San Clemente, Ca 92673		
al that includes the	(949) 333-4444 test@hotmail.com		
(hatas) and a	By: Catherine Agapos		
ebales), and a	Stock #		
Down Payment	VIN		
	tear Make		
	Model		
scenario tab in the	Trim		
	Mileage 0	Adjusted Price \$20,000.00	
er, no calculations	Engine Transmission	+ Payoff \$2,500.00	
	Vehicle Features		
	Trade	Sale Price	
scenario tab. This			
nade.			
	10000	30000	
d scenario tab. This			_
	Cash Down	Payment	
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Trade	Sales Price	I	- 1
\$10000	\$30000		
			Deres 1 of 1
Down	Payment	V1.0 H_Proposal4	Page For F
	\$622		
Cash \$1000			
Rebate	Payment Range 0		
\$U			
Defaults	Print Cancel		
		-	

### **Payment Proposal**

The Payment Proposal pop-up permits you to make adjustments to the Term and/or Down Payment in the Scenario. The printed proposal shows up to three different payment amounts. Using the default settings, the Payment Proposal also allows you to shorten the length of the Term, and then have the system calculate the Down Payment necessary to retain the Payment amount displayed on the Scenario.

- Print Column checkbox When selected, the column prints on the proposal.
- Term Use the default setting or edit as needed. Tab out of the field to pre-view the calculated results before printing.
- Payment Indicates the Payment or Payment Range in whole dollar amounts. This field is not directly editable.
- Payment Range Indicates the dollar amount of variance added to the Payment, i.e. if the Payment Range is set to "20" and the Payment in the Scenario is \$525, then \$525 \$545 prints.

**Compute Down** 

Term

Down

Payment

Payment Rang

Payment =  $\square NO$ 

**Option 1** 

Print Column

48

\$2000

\$451-\$456

Payment Proposal

Defaults

to	To Base - State - Stat	UAT 1002 Sales Proposal		03/08/2021 2:33 PM
ne n the n he	Exclusively for Buyer: Lily Hamptom 123 Amethyst Ave San Clement, Ca 92673 (949) 333-444 test@hotmail.com By: Catherine Agapos Stock #			
the	Year Make Model Trim Mileage 0 Color		Sales Price \$ Trade Value \$ Rebates \$ Your Price \$ + Tax	30,000.00 10,000.00 0.00 20,000.00
5	Engine Vehicle Features	Transmission	+ Payoff \$	2,500.00
ollar	Terms 48 months 2000 down \$451-\$456	60 months 3000 down \$347-\$352	72 month 4000 dow \$278-\$26	ns vn 33
d to	Lily Hamptom Acceptance Dealer Signature	This is a Disclaimer for the Payment Proposal.		
_		×	_	
V	Compute Down Payment = ✓ Yes	Option 1		
	Term	48		
	Down	\$5080		
	Down Payment	\$383-\$388	oposal	Page 1 of 1

Click the [**Print**] button.

Payment

**Total Payments** 

**Finance Charge** 

\$382.52

\$22951.20

\$1451.20