



A Free Resource of the Marine Retailers Association of the Americas.

Four Square Closing Worksheet

The Four Square Closing Worksheet is used by dealers as a tool to find out what kind of buyer the customer is — are they a cash buyer, a payment buyer, do they have a trade-in or are they a difference buyer?

This form is very similar to those used by automobile dealers to “desk” deals with prospective customers. It is used in the preliminary stages of negotiation to provide the consumer with rudimentary information on the transaction and estimates of payments. While it is unlikely that a court would recognize that a contract exists between the parties when a consumer signs it, consumer advocate groups see the Four-Square as a tool in the dealers’ arsenal of “bait and switch” tactics. Therefore, disclosure is crucial.

Before you use this form, please note: Your state may forbid this worksheet in its entirety or in part. Before using this form, MRAA recommends you check with your particular state for compliance. MRAA takes no responsibility for any errors that may arise from the use of this form in any applicable calculations and makes no warranty that this form complies with the law of your particular state.

**DELIVERY
WORKSHEET**

Customer _____ # _____ Stock # _____

Salesman #1 _____ #2 _____ Date sold _____

TRADE APPRAISAL

YOUR PRICE \$ _____

ESTIMATED P/O \$ _____

CASH PARTICIPATION

MONTHLY INVESTMENT

Includes any and all specials, including sales prices, rebates, incentives, vouchers and mail specials.
Taxes, tags and fees not included.

Customer _____ Customer _____