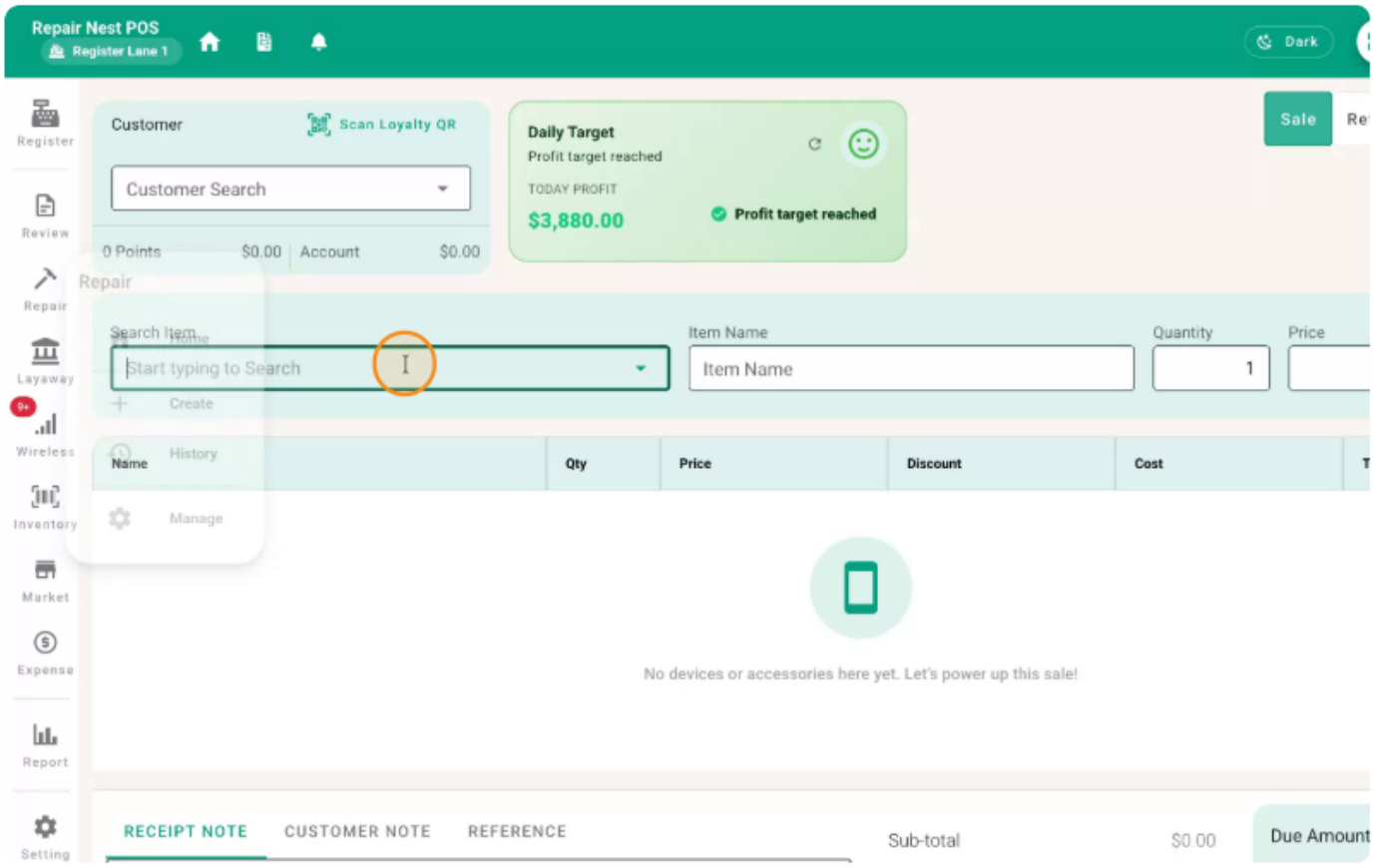
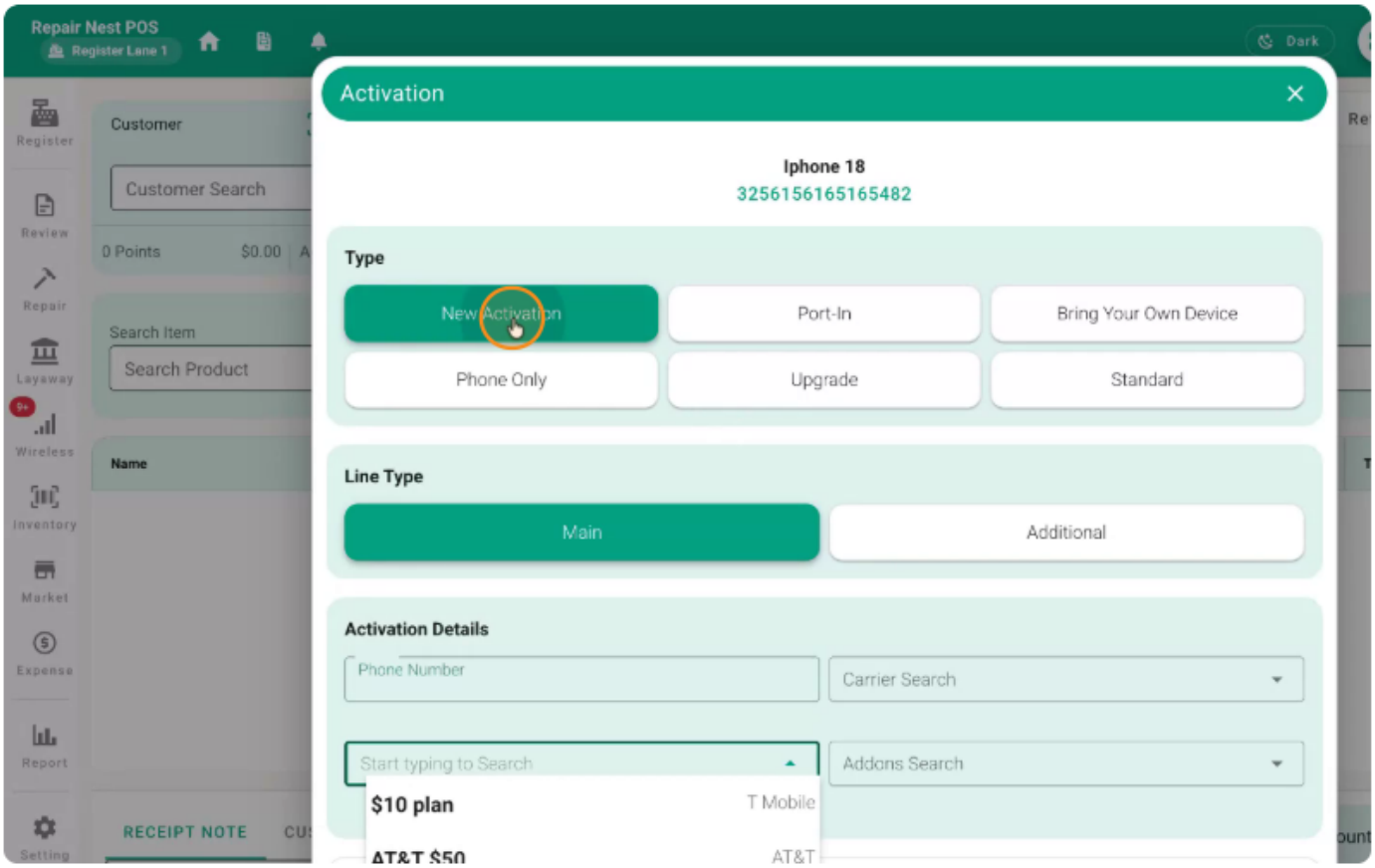
Step 1: Understand the Incorrect Way of Recording the Sale

When you receive an instant rebate from a master dealer, they might say: you purchase the phone for $1,200, but you must sell it for $1,100 and let the customer pay only $100.

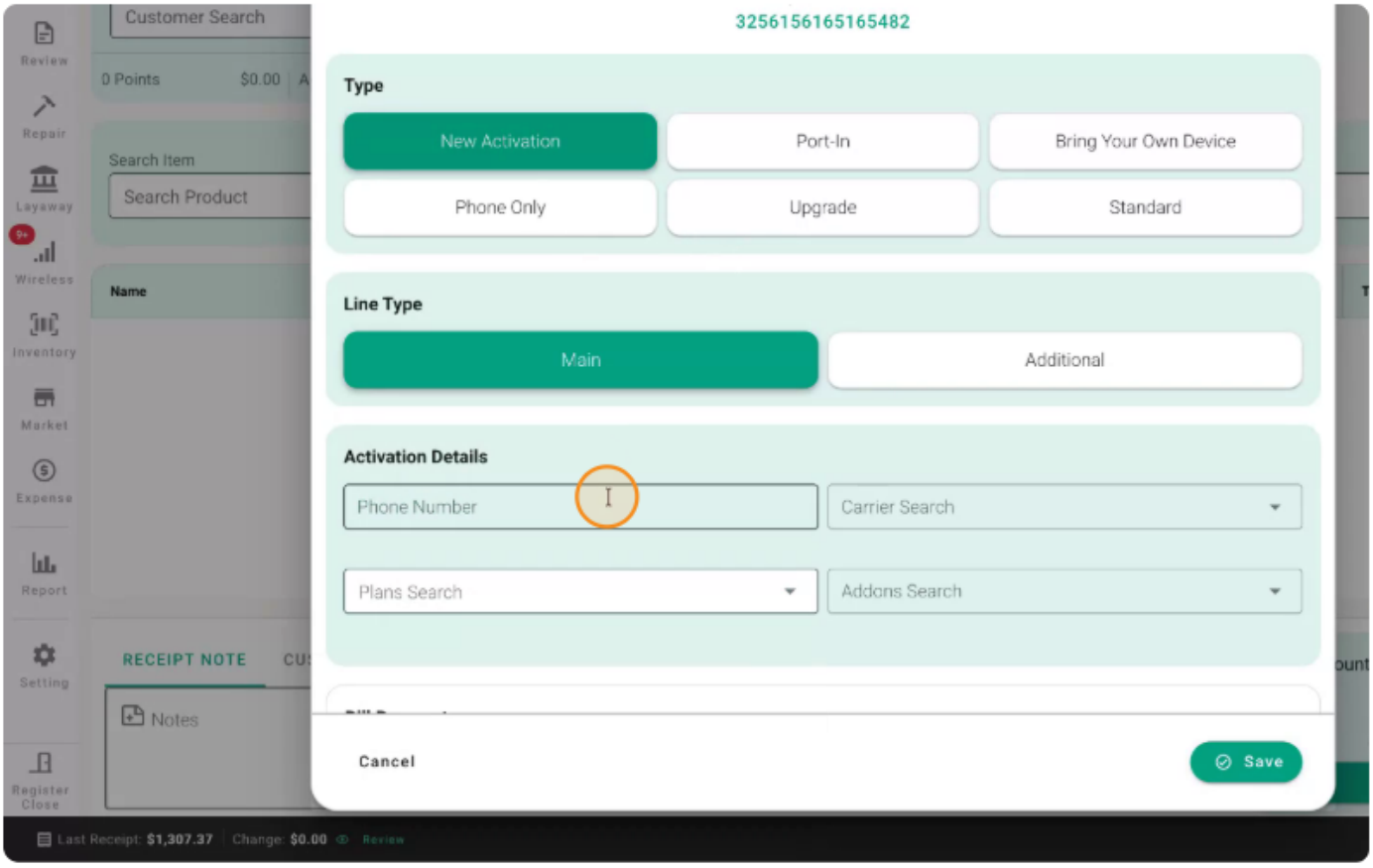
If you sell the phone directly by scanning it in the normal way and processing it as a $100 sale, your POS will record your cost as $1,200 and your sale as $100, showing a loss of $1,100 and incorrect sales tax.



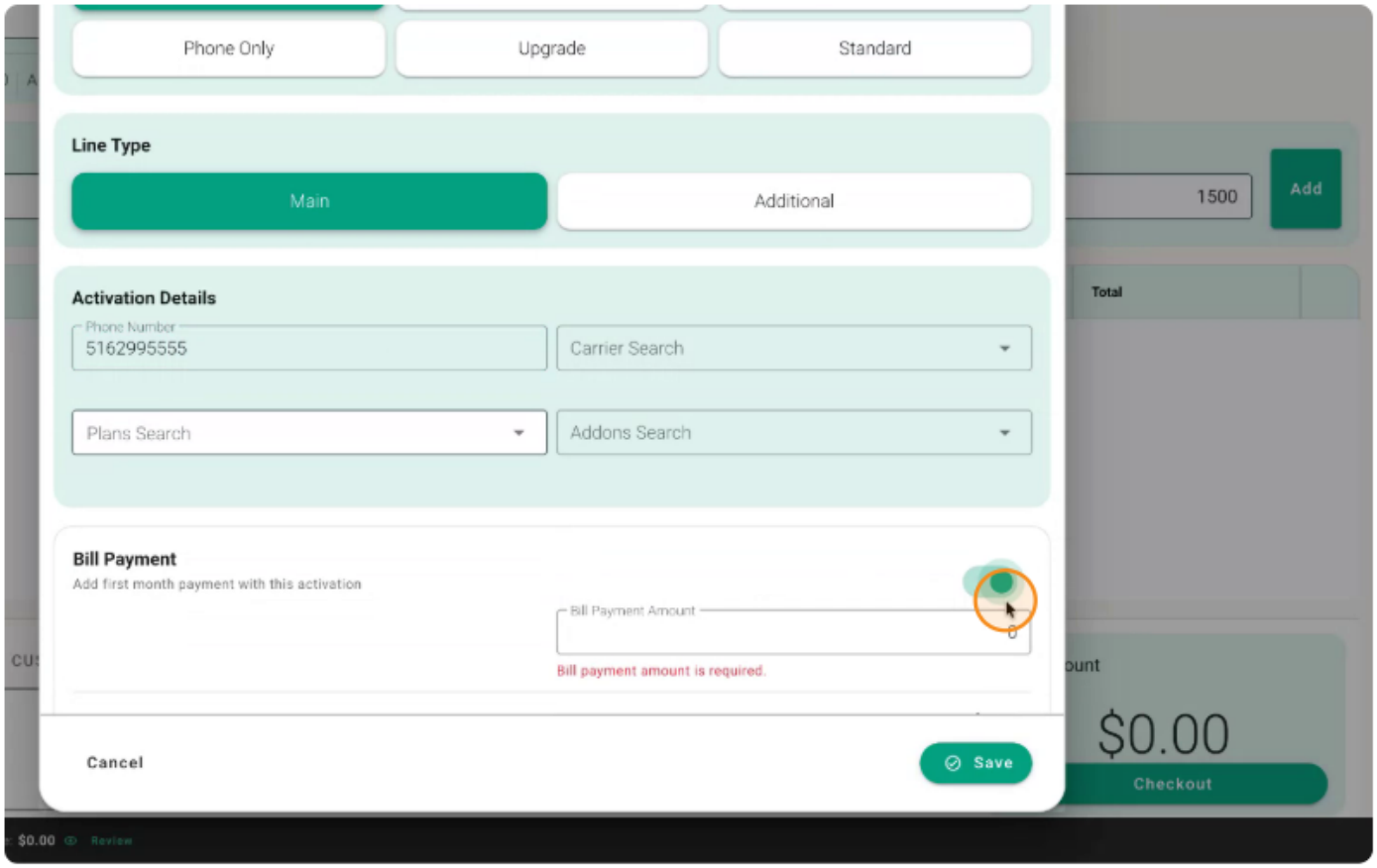
Scan the phone in the regular sales screen.



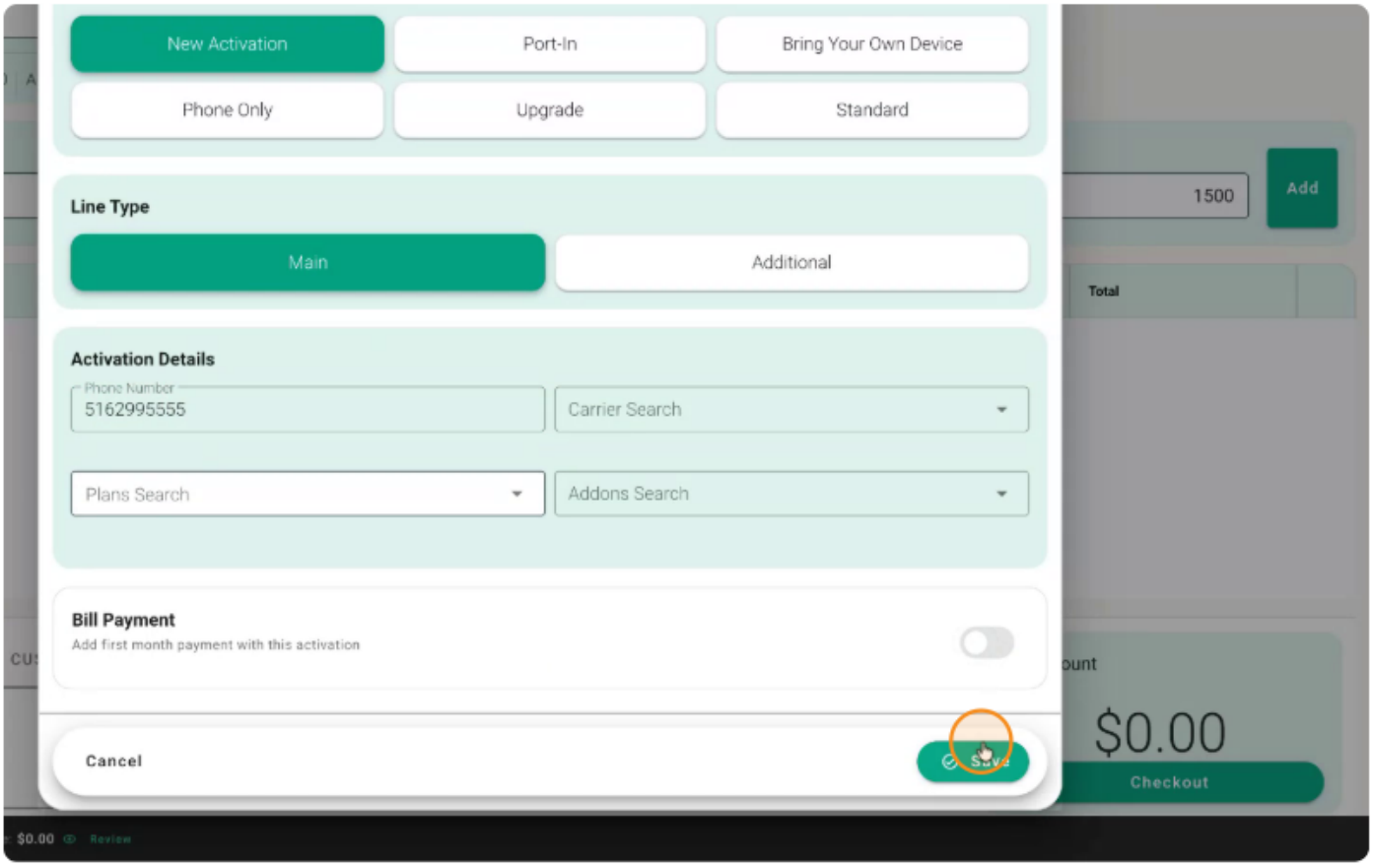
Select **New Activation**.



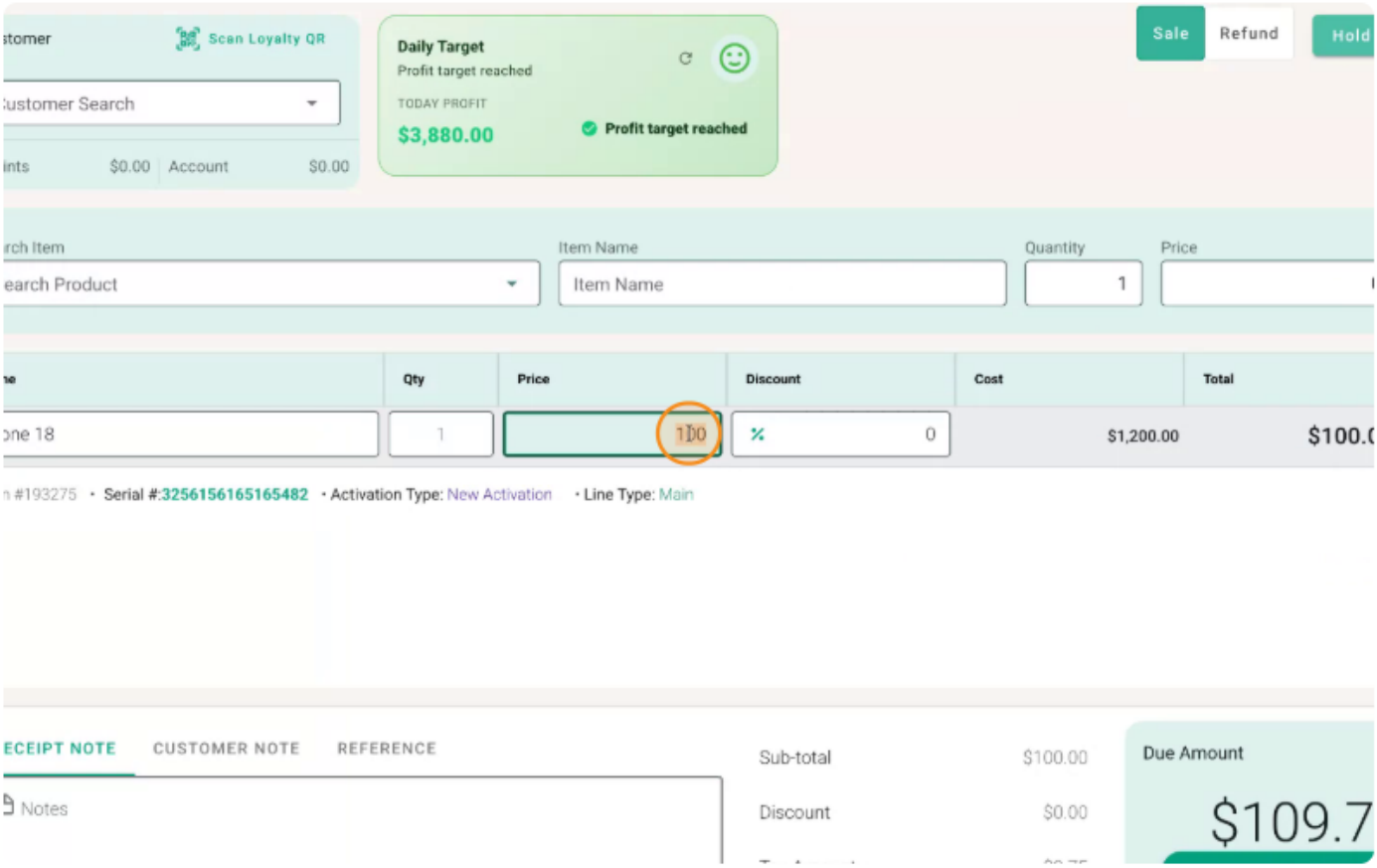
Enter the customer’s phone number in the appropriate field.



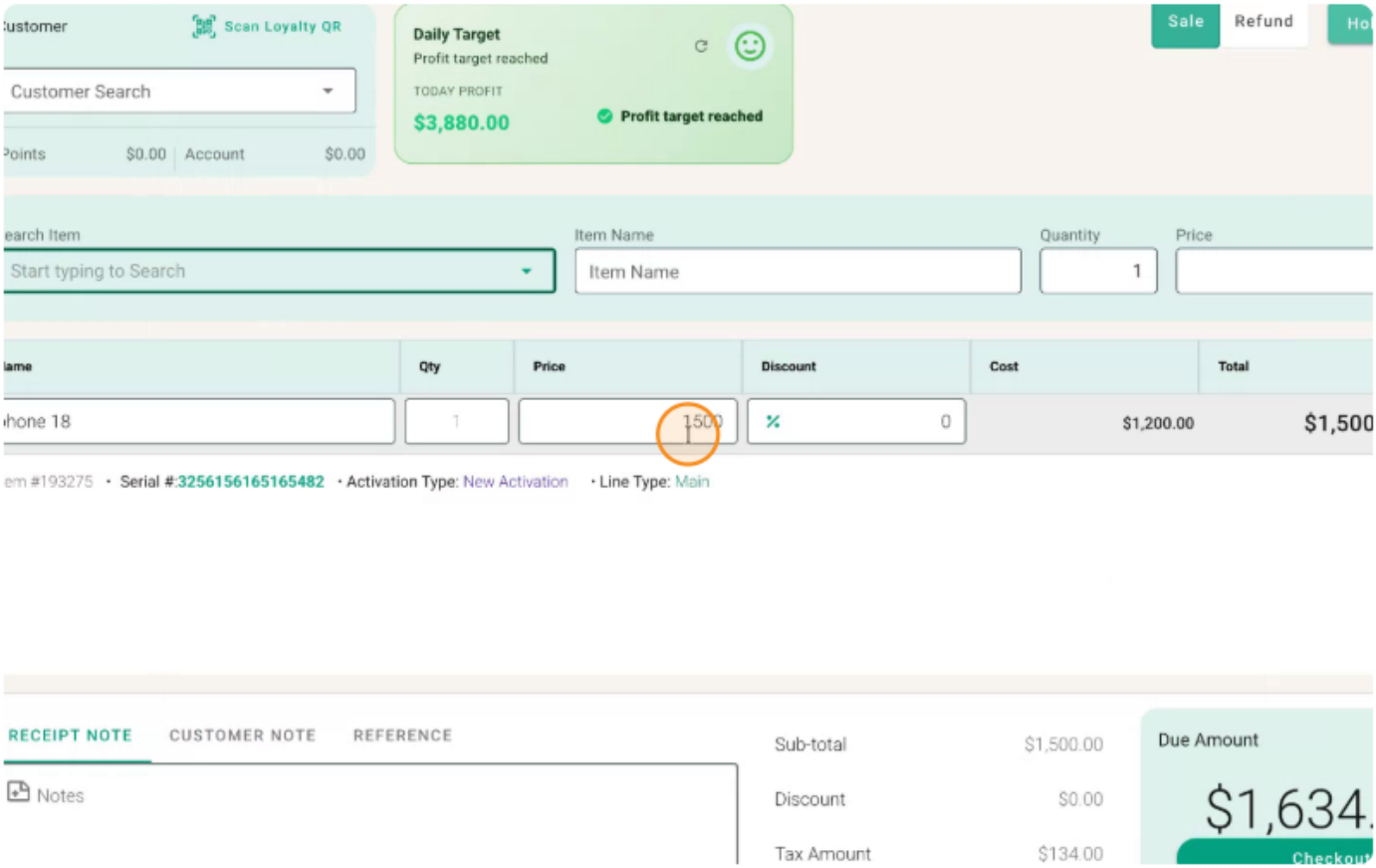
Continue the sale as usual.



If you then set the selling price here to **$100**:



Your cost will still be $1,200, and your sale will be $100.



This will show an $1,100 loss and will not calculate sales tax correctly. Do **not** use this method for instant rebate transactions.

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