

REPORTE DE COMISIONES PARA EL COACH: MARIANO AZUARA MARTINEZ
 ENTRE 27/11/13 Y 31/12/13

ENTREGA	FACTURA	INVENTARIO	MODELO			COMISIONES	POR F&I	AÑO	BASE PARA CALCULO		TOTAL
SIN BONOS	COMISION	- BONO POR EDAD	- BONO	- GASTOS ADMON	-	SEGURO	GARANTIA EXTENDIDA	ACCESORIOS	-	NOTA DE DESCUENTO	

Total de Unidades Entregadas 6											

CONTA CONTADO											
28/11/13	22/11/13	0109-TCN14	SIENNA XLE					2014	-45,264.21		
	-113.16	16	0.00	0.00		0.00	0.00	0.00	0.00	0.00	-113.16
28/11/13	28/11/13	0109-TCN14	SIENNA XLE					2014	45,264.21		
	113.16	16	0.00	0.00		0.00	0.00	0.00	0.00	0.00	113.16
29/11/13	25/11/13	0939-TCN13	RAV4 LE					2013	24,632.75		
	61.58	4	0.00	0.00		0.00	0.00	0.00	0.00	0.00	61.58
30/11/13	08/11/13	0098-TCN14	TACOMA 4X4					2014	-40,902.10		
	-102.26	23	0.00	0.00		0.00	0.00	0.00	-41.57	0.00	-143.83
30/11/13	08/11/13	0098-TCN14	TACOMA 4X4					2014	40,902.10		
	102.26	23	0.00	0.00		0.00	0.00	0.00	22.56	0.00	124.82
30/11/13	30/11/13	0160-TCN14	CAMRY XLE L4 AT5 C Q/C					2014	39,536.75		
	98.84	0	0.00	0.00		0.00	0.00	0.00	0.00	0.00	98.84
02/12/13	20/11/13	0123-TCN14	TACOMA DOB CAB TRD SPORT					2014	-38,652.51		
	-96.63	12	0.00	0.00		0.00	0.00	0.00	0.00	0.00	-96.63
03/12/13	08/11/13	0098-TCN14	TACOMA 4X4					2014	-40,902.10		
	-102.26	26	0.00	0.00		0.00	0.00	0.00	-22.56	0.00	-124.82
03/12/13	08/11/13	0098-TCN14	TACOMA 4X4					2014	40,902.10		
	102.26	26	0.00	0.00		0.00	0.00	0.00	21.60	0.00	123.86
03/12/13	02/12/13	0163-TCN14	TACOMA DOB CAB TRD SPORT					2014	37,424.26		
	93.56	1	0.00	0.00		0.00	0.00	0.00	0.00	0.00	93.56
	157.35		0.00	0.00		0.00	0.00	0.00	-19.97	0.00	137.38

TOY CREDITO TOYOTA FS											
28/11/13	26/07/13	0378-TCN13	HILUX PICK UP CHASSIS CAB					2013	-17,293.24		
	-43.23	306	-224.81	0.00		-100.30	-23.13	0.00	0.00	0.00	-391.47
28/11/13	26/07/13	0378-TCN13	HILUX PICK UP CHASSIS CAB					2013	17,293.24		
	43.23	306	224.81	0.00		100.30	23.13	8.45	0.00	0.00	399.92
29/11/13	21/11/13	0116-TCN14	YARIS SEDAN PREMIUM AT					2014	-17,865.96		
	-44.66	14	0.00	0.00		-146.58	-21.88	0.00	0.00	0.00	-213.12
29/11/13	21/11/13	0116-TCN14	YARIS SEDAN PREMIUM AT					2014	19,818.03		
	49.55	14	0.00	0.00		146.58	21.88	0.00	0.00	0.00	218.01
29/11/13	15/11/13	0930-TCN13	RAV4 LE					2013	-25,424.05		
	-63.56	14	0.00	0.00		-150.19	-23.13	0.00	0.00	0.00	-236.88
29/11/13	15/11/13	0930-TCN13	RAV4 LE					2013	26,752.41		
	66.88	14	0.00	0.00		150.19	23.13	0.00	0.00	0.00	240.20
30/11/13	29/11/13	0101-TCN14	TACOMA DOB CAB TRD SPORT					2014	38,652.51		
	96.63	22	0.00	0.00		0.00	0.00	0.00	0.00	0.00	96.63
30/11/13	16/11/13	0115-TCN14	HILUX PICK UP D CAB SR A/C					2014	-22,670.55		
	-56.68	15	0.00	0.00		-160.76	0.00	0.00	-56.12	0.00	-273.56
30/11/13	16/11/13	0115-TCN14	HILUX PICK UP D CAB SR A/C					2014	22,670.55		
	56.68	15	0.00	0.00		160.76	0.00	0.00	54.76	0.00	272.20
02/12/13	29/11/13	0101-TCN14	TACOMA DOB CAB TRD SPORT					2014	-38,652.51		
	-96.63	24	0.00	0.00		0.00	0.00	0.00	0.00	0.00	-96.63
02/12/13	29/11/13	0101-TCN14	TACOMA DOB CAB TRD SPORT					2014	38,652.51		
	96.63	24	0.00	0.00		224.98	23.13	43.28	0.00	0.00	388.02
03/12/13	26/07/13	0378-TCN13	HILUX PICK UP CHASSIS CAB					2013	-17,293.24		
	-43.23	311	-224.81	0.00		-100.30	-23.13	-8.45	0.00	0.00	-399.92
03/12/13	26/07/13	0378-TCN13	HILUX PICK UP CHASSIS CAB					2013	17,293.24		
	43.23	311	224.81	0.00		100.30	23.13	7.57	0.00	0.00	399.04
03/12/13	30/11/13	0576-TCN13	AVANZA HI 4AT					2013	7,534.17		
	18.84	229	97.94	0.00		169.60	24.50	0.00	0.00	0.00	310.88
03/12/13	28/11/13	0943-TCN13	HIACE PANEL 15 PASAJ AC					2013	37,889.55		
	94.72	5	0.00	0.00		232.55	23.13	0.00	0.00	0.00	350.40
03/12/13	02/12/13	0948-TCN13	CAMRY XLE L4 AT5 C Q/C					2013	26,731.99		
	66.83	3	0.00	0.00		75.62	25.76	0.00	0.00	0.00	168.21
	285.23		97.94	0.00		702.75	96.52	49.49	0.00	0.00	1,231.93

REPORTE DE COMISIONES PARA EL COACH: MARIANO AZUARA MARTINEZ
 ENTRE 27/11/13 Y 31/12/13

ENTREGA	FACTURA	INVENTARIO	MODELO	COMISIONES POR F&I			AÑO	BASE PARA CALCULO	TOTAL
SIN BONOS	COMISION	- BONO POR EDAD	- BONO	- GASTOS	SEGURO	GARANTIA	- ACCESORIOS	NOTA DE	
		EDAD		ADMN		EXTENDIDA		DESCUENTO	
442.58		97.94	0.00	702.75	96.52	29.52	0.00	1,369.31	

	Objetivo	Real	Bono	Comision		
Pruebas de Manejo	100	7	1,000.00	0.00		
Bebacks	100	7	1,000.00	0.00		
Entregas	50	6	2,000.00	0.00		
Margen de utilidad	8.00	9.94	500.00	500.00		
Porcentaje de Cierre 1	15.00	33.33	1,000.00	1,000.00		
Porcentaje de Cierre 2	18.00	33.33	500.00	500.00		
Share Financiera 1	50.00	66.67	1,000.00	1,000.00		
Share Financiera 2	55.00	66.67	500.00	500.00		
CAMRY	3	2	2,000.00	0.00		
COROLLA	10	0	4,000.00	0.00		
FJ CRUISER	1	0	3,000.00	0.00		
HIGHLANDER	1	0	3,000.00	0.00		
HILUX	10	0	4,000.00	0.00		
LANDCRUISER	1	0	25,000.00	0.00		
PRIUS	1	0	5,000.00	0.00		
RAV4	14	1	7,000.00	0.00		
SEQUOIA	1	0	3,000.00	0.00		
SIENNA	6	0	5,000.00	0.00		
TACOMA	6	1	5,000.00	0.00		
TUNDRA	1	0	3,000.00	0.00		
Objetivo por Venta de Unidades	45	8	2,000.00	0.00		
Objetivo por Toma de Unidades Seminuevas	5	1	2,000.00	0.00		
Combinado Ventas, Entregas, Tomas, Share y Margen de Utilidad			15,500.00	0.00		
Objetivo Venta de Garantia Extendida	72,000.00	27,578.44	5,000.00	0.00		
Objetivo de Entregas Trimestral	113	46	10,000.00	0.00		
TOTAL DE COMISIONES				4,869.31		
Semanas	03/12/13	10/12/13	17/12/13	24/12/13	31/12/13	Total de Semanas
	4,869.31	0.00	0.00	0.00	0.00	4,869.31