

REPORTE DE COMISIONES PARA EL COACH: ALBERTO GALLEGOS RIOS
 ENTRE 01/01/14 Y 28/01/14

ENTREGA	FACTURA	INVENTARIO	MODELO			COMISIONES	POR F&I	AÑO	BASE PARA CALCULO		TOTAL
SIN BONOS	COMISION	- BONO POR EDAD	EDAD - BONO	- GASTOS ADMON	-	SEGURO	GARANTIA EXTENDIDA	ACCESORIOS	-	NOTA DE DESCUENTO	
Total de Unidades Entregadas 4											
CONTA CONTADO											
06/01/14	30/11/13	0158-TCN14	HILUX PICK UP	CHASSIS CAB				2014	-11,077.86		
	-27.69	38	0.00	0.00	0.00	0.00	0.00		-6.03	0.00	-33.72
06/01/14	30/11/13	0158-TCN14	HILUX PICK UP	CHASSIS CAB				2014	11,077.86		
	27.69	38	0.00	0.00	0.00	0.00	0.00		1.91	0.00	29.60
06/01/14	19/12/13	0189-TCN14	HILUX PICK UP	CHASSIS CAB				2014	-10,409.55		
	-26.02	18	0.00	0.00	0.00	0.00	0.00		-4.96	0.00	-30.98
06/01/14	19/12/13	0189-TCN14	HILUX PICK UP	CHASSIS CAB				2014	10,409.55		
	26.02	18	0.00	0.00	0.00	0.00	0.00		0.95	0.00	26.97
06/01/14	26/12/13	0198-TCN14	COROLLA BASE	AT				2014	-25,322.99		
	-63.31	14	0.00	0.00	0.00	0.00	0.00		0.00	0.00	-63.31
06/01/14	26/12/13	0198-TCN14	COROLLA BASE	AT				2014	25,441.03		
	63.60	14	0.00	0.00	0.00	0.00	0.00		0.00	0.00	63.60
06/01/14	18/12/13	0946-TCN13	RAV4 LIMITED					2013	-33,979.03		
	-84.95	38	0.00	0.00	0.00	0.00	0.00		0.00	0.00	-84.95
06/01/14	18/12/13	0946-TCN13	RAV4 LIMITED					2013	-33,979.03		
	-84.95	38	0.00	0.00	0.00	0.00	0.00		0.00	0.00	-84.95
06/01/14	18/12/13	0946-TCN13	RAV4 LIMITED					2013	35,796.79		
	89.49	38	0.00	0.00	0.00	0.00	0.00		0.00	0.00	89.49
06/01/14	18/12/13	0946-TCN13	RAV4 LIMITED					2013	35,796.79		
	89.49	38	0.00	0.00	0.00	0.00	0.00		3.13	0.00	92.62
06/01/14	31/12/13	0962-TCN13	AVANZA HI 4AT					2013	10,736.65		
	26.84	28	0.00	0.00	0.00	0.00	0.00		0.00	0.00	26.84
06/01/14	19/12/13	0967-TCN13	RAV4 LE					2013	-25,427.20		
	-63.57	21	0.00	0.00	0.00	0.00	0.00		0.00	0.00	-63.57
06/01/14	19/12/13	0967-TCN13	RAV4 LE					2013	26,052.68		
	65.13	21	0.00	0.00	0.00	0.00	0.00		0.00	0.00	65.13
06/01/14	20/12/13	0971-TCN13	RAV4 LE					2013	-25,427.20		
	-63.57	17	0.00	0.00	0.00	0.00	0.00		0.00	0.00	-63.57
06/01/14	20/12/13	0971-TCN13	RAV4 LE					2013	26,958.11		
	67.40	17	0.00	0.00	0.00	0.00	0.00		0.00	0.00	67.40
07/01/14	12/12/13	0052-TCN14	TACOMA DOB CAB TRD	SPORT				2014	-38,651.65		
	-96.63	92	-386.52	0.00	0.00	0.00	0.00		0.00	0.00	-483.15
07/01/14	12/12/13	0052-TCN14	TACOMA DOB CAB TRD	SPORT				2014	38,651.65		
	96.63	92	386.52	0.00	29.25	0.00	0.00		0.00	0.00	512.40
07/01/14	26/12/13	0198-TCN14	COROLLA BASE	AT				2014	-25,441.03		
	-63.60	15	0.00	0.00	0.00	0.00	0.00		0.00	0.00	-63.60
07/01/14	26/12/13	0198-TCN14	COROLLA BASE	AT				2014	25,441.03		
	63.60	15	0.00	0.00	20.72	0.00	0.00		0.00	0.00	84.32
07/01/14	06/01/14	0225-TCN14	TACOMA 4X4					2014	40,902.10		
	102.26	7	0.00	0.00	0.00	0.00	0.00		0.00	0.00	102.26
07/01/14	31/10/13	0913-TCN13	HILUX PICK UP D CAB	SR A/C				2013	-18,995.22		
	-47.49	68	-189.95	0.00	0.00	0.00	0.00		-13.91	0.00	-251.35
07/01/14	31/10/13	0913-TCN13	HILUX PICK UP D CAB	SR A/C				2013	18,995.22		
	47.49	68	189.95	0.00	18.79	0.00	0.00		13.91	0.00	270.14
07/01/14	18/12/13	0946-TCN13	RAV4 LIMITED					2013	-35,796.79		
	-89.49	39	0.00	0.00	0.00	0.00	0.00		-3.13	0.00	-92.62
07/01/14	18/12/13	0946-TCN13	RAV4 LIMITED					2013	35,796.79		
	89.49	39	0.00	0.00	26.29	0.00	0.00		3.13	0.00	118.91
08/01/14	19/12/13	0190-TCN14	TACOMA DOB CAB TRD	SPORT				2014	-39,029.10		
	-97.57	20	0.00	0.00	0.00	0.00	0.00		0.00	0.00	-97.57
08/01/14	19/12/13	0190-TCN14	TACOMA DOB CAB TRD	SPORT				2014	39,029.10		
	97.57	20	0.00	0.00	0.00	0.00	0.00		13.36	0.00	110.93

	143.86		0.00	0.00	95.05	0.00	0.00		8.36	0.00	247.27
TOY CREDITO TOYOTA FS											
02/01/14	27/12/13	0186-TCN14	HILUX PICK UP	CHASSIS CAB				2014	-14,692.31		
	-36.73	15	0.00	0.00	-88.35	0.00	0.00		-39.22	0.00	-164.30

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ENTREGA	FACTURA	INVENTARIO	MODELO			COMISIONES	POR F&I	AÑO	BASE PARA CALCULO		TOTAL
	COMISION	- BONO POR	EDAD -			SEGURO	GARANTIA		-	NOTA DE	
	SIN BONOS	EDAD	BONO	GASTOS	ADMN		EXTENDIDA	ACCESORIOS		DESCUENTO	
06/01/14	03/12/13	0162-TCN14	SIENNA LIMITED					2014	-61,830.62		
	-154.58	37	0.00	0.00		-139.77	0.00	0.00	0.00		-294.35
06/01/14	03/12/13	0162-TCN14	SIENNA LIMITED					2014	62,035.79		
	155.09	37	0.00	0.00		139.77	0.00	0.00	0.00		294.86
06/01/14	05/12/13	0164-TCN14	COROLLA S PLUS AT					2014	-31,821.27		
	-79.55	35	0.00	0.00		-85.52	-21.88	0.00	0.00		-186.95
06/01/14	05/12/13	0164-TCN14	COROLLA S PLUS AT					2014	36,206.99		
	90.52	35	0.00	0.00		85.52	21.88	0.00	0.00		197.92
06/01/14	26/12/13	0201-TCN14	SIENNA LIMITED					2014	-61,830.62		
	-154.58	11	0.00	0.00		0.00	0.00	0.00	0.00		-154.58
06/01/14	26/12/13	0201-TCN14	SIENNA LIMITED					2014	61,830.62		
	154.58	11	0.00	0.00		202.44	30.45	0.00	0.00		387.47
06/01/14	22/11/13	0937-TCN13	RAV4 PLATINUM					2013	-37,126.70		
	-92.82	45	0.00	0.00		-76.39	-23.13	0.00	0.00		-192.34
06/01/14	22/11/13	0937-TCN13	RAV4 PLATINUM					2013	40,085.94		
	100.21	45	0.00	0.00		76.39	23.13	0.00	0.00		199.73
06/01/14	12/12/13	0940-TCN13	AVANZA HI 4AT					2013	-10,736.65		
	-26.84	40	0.00	0.00		-136.97	-21.88	0.00	0.00		-185.69
06/01/14	12/12/13	0940-TCN13	AVANZA HI 4AT					2013	11,717.44		
	29.29	40	0.00	0.00		136.97	21.88	0.00	0.00		188.14
06/01/14	29/11/13	0945-TCN13	YARIS SEDAN PREMIUM MT					2013	-7,060.02		
	-17.65	39	0.00	0.00		-137.28	0.00	0.00	0.00		-154.93
06/01/14	29/11/13	0945-TCN13	YARIS SEDAN PREMIUM MT					2013	8,875.42		
	22.19	39	0.00	0.00		137.28	0.00	0.00	0.00		159.47
06/01/14	30/11/13	0950-TCN13	RAV4 LE					2013	-25,427.20		
	-63.57	37	0.00	0.00		-109.30	-23.13	0.00	0.00		-196.00
06/01/14	30/11/13	0950-TCN13	RAV4 LE					2013	28,753.96		
	71.88	37	0.00	0.00		109.30	23.13	0.00	0.00		204.31
06/01/14	16/12/13	0968-TCN13	RAV4 XLE					2013	-28,806.32		
	-72.02	21	0.00	0.00		-193.97	-23.13	-21.72	0.00		-310.84
06/01/14	16/12/13	0968-TCN13	RAV4 XLE					2013	28,924.36		
	72.31	21	0.00	0.00		193.97	23.13	21.72	0.00		311.13
07/01/14	29/10/13	0087-TCN14	COROLLA S AT					2014	-30,419.06		
	-76.05	70	-304.19	0.00		-158.09	-21.88	0.00	0.00		-560.21
07/01/14	29/10/13	0087-TCN14	COROLLA S AT					2014	30,874.50		
	77.19	70	308.75	0.00		158.09	21.88	0.00	0.00		565.91
07/01/14	27/12/13	0186-TCN14	HILUX PICK UP CHASSIS CAB					2014	14,692.31		
	36.73	20	0.00	0.00		88.35	0.00	39.22	0.00		164.30
07/01/14	31/12/13	0966-TCN13	RAV4 LE					2013	15,093.47		
	37.73	27	0.00	0.00		181.82	23.13	0.00	0.00		242.68
07/01/14	07/01/14	0975-TCN13	RAV4 LIMITED					2013	21,048.00		
	52.62	12	0.00	0.00		198.21	23.13	0.00	0.00		273.96
07/01/14	26/12/13	0976-TCN13	AVANZA HI 4AT					2013	-10,736.65		
	-26.84	12	0.00	0.00		0.00	0.00	0.00	0.00		-26.84
07/01/14	26/12/13	0976-TCN13	AVANZA HI 4AT					2013	10,736.65		
	26.84	12	0.00	0.00		117.67	21.88	0.00	0.00		166.39
08/01/14	27/12/13	0186-TCN14	HILUX PICK UP CHASSIS CAB					2014	-14,692.31		
	-36.73	21	0.00	0.00		-88.35	0.00	-39.22	0.00		-164.30
08/01/14	27/12/13	0186-TCN14	HILUX PICK UP CHASSIS CAB					2014	14,692.31		
	36.73	21	0.00	0.00		88.35	0.00	47.67	0.00		172.75
08/01/14	07/01/14	0975-TCN13	RAV4 LIMITED					2013	-21,048.00		
	-52.62	13	0.00	0.00		-198.21	-23.13	0.00	0.00		-273.96
08/01/14	08/01/14	0975-TCN13	RAV4 LIMITED					2013	21,048.00		
	52.62	13	0.00	0.00		198.21	23.13	0.00	0.00		273.96
	125.95		4.56	0.00		700.14	98.59	8.45	0.00		937.69
	269.81		4.56	0.00		795.19	98.59	16.81	0.00		1,184.96

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 ENTRE 01/01/14 Y 28/01/14

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	
				Objetivo	Real	Bono			Comision
Pruebas de Manejo				100	6	1,000.00			0.00
Bebacks				100	4	1,000.00			0.00
Entregas				25	4	5,000.00			0.00
Margen de utilidad				8.00	5.47	500.00			0.00
Porcentaje de Cierre 1				15.00	26.67	1,000.00			1,000.00
Porcentaje de Cierre 2				18.00	26.67	500.00			500.00
Share Financiera 1				50.00	50.00	1,000.00			1,000.00
Share Financiera 2				55.00	50.00	500.00			0.00
CAMRY				2	0	2,000.00			0.00
COROLLA				8	0	3,000.00			0.00
HIGHLANDER				1	0	3,000.00			0.00
HILUX				8	0	3,000.00			0.00
LANDCRUISER				1	0	25,000.00			0.00
PRIUS				1	0	5,000.00			0.00
RAV4				4	2	2,000.00			0.00
SEQUOIA				1	0	3,000.00			0.00
SIENNA				3	0	3,000.00			0.00
TACOMA				3	1	3,000.00			0.00
TUNDRA				1	0	3,000.00			0.00
Objetivo por Venta de Unidades				25	-1	2,000.00			0.00
Objetivo por Toma de Unidades Seminuevas				5	0	2,000.00			0.00
Combinado Ventas, Entregas, Tomas, Share y Margen de Utilidad						11,000.00			0.00
Objetivo Venta de Garantia Extendida				80,000.00	28,168.95	5,000.00			0.00
Objetivo de Entregas Trimestral				95	79	10,000.00			0.00
TOTAL DE COMISIONES									3,684.96
Semanas	07/01/14	14/01/14	21/01/14	28/01/14	28/01/14	Total de Semanas			
	3,663.15	21.81	0.00	0.00	0.00				3,684.96