

REPORTE DE COMISIONES PARA EL COACH: PABLO FRANCISCO ALFARO QUEZADA
 ENTRE 01/01/14 Y 28/01/14

| ENTREGA | FACTURA | INVENTARIO | MODELO | COMISIONES POR F&I | | | AÑO | BASE PARA CALCULO | | |
|--------------------------------|----------|-----------------|------------------------|--------------------|--------|--------------------|------------|-------------------|-------|--------|
| SIN BONOS | COMISION | - BONO POR EDAD | - BONO | - GASTOS ADMON | SEGURO | GARANTIA EXTENDIDA | ACCESORIOS | NOTA DE DESCUENTO | TOTAL | |
| Total de Unidades Entregadas 4 | | | | | | | | | | |
| CONTA CONTADO | | | | | | | | | | |
| 06/01/14 | 26/12/13 | 0069-TCU13 | CAPTIVA SPORT | 0.00 | 0.00 | 0.00 | 0.00 | 21,394.90 | 0.00 | 53.49 |
| | 53.49 | 72 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | |
| 06/01/14 | 31/12/13 | 0078-TCU13 | AVANZA HI 4AT | 0.00 | 0.00 | 0.00 | 0.00 | 29,397.34 | 0.00 | 73.49 |
| | 73.49 | 41 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | |
| 06/01/14 | 30/12/13 | 0093-TCU13 | YARIS SEDAN PREMIUM AT | 0.00 | 0.00 | 0.00 | 0.00 | -16,637.93 | 0.00 | -41.59 |
| | -41.59 | 9 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | |
| 07/01/14 | 06/01/14 | 0093-TCU13 | YARIS SEDAN PREMIUM AT | 0.00 | 0.00 | 0.00 | 0.00 | 16,637.93 | 0.00 | 41.59 |
| | 41.59 | 10 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | |
| 07/01/14 | 17/12/13 | 0634-TCN13 | SIENNA XLE | 511.25 | 0.00 | 0.00 | 0.00 | 42,604.21 | 0.00 | 617.76 |
| | 106.51 | 232 | 511.25 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | |
| | | | 233.49 | 511.25 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 744.74 |
| TOY CREDITO TOYOTA FS | | | | | | | | | | |
| 07/01/14 | 23/12/13 | 0090-TCU13 | AVANZA HI 4AT | 0.00 | 0.00 | 0.00 | 0.00 | -31,917.24 | 0.00 | -95.75 |
| | -95.75 | 17 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | |
| 07/01/14 | 23/12/13 | 0090-TCU13 | AVANZA HI 4AT | 0.00 | 0.00 | 0.00 | 0.00 | 34,985.15 | 0.00 | 104.96 |
| | 104.96 | 17 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | |
| 07/01/14 | 06/01/14 | 0096-TCU13 | COROLLA LE AT 1.8L | 0.00 | 0.00 | 0.00 | 0.00 | 23,275.86 | 0.00 | 69.83 |
| | 69.83 | 8 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | |
| | | | 79.04 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 79.04 |
| | | | 312.53 | 511.25 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 823.78 |

| | Objetivo | Real | Bono | Comision |
|---|----------|----------|-----------|----------|
| Pruebas de Manejo | 30 | 6 | 500.00 | 0.00 |
| Bebacks | 30 | 2 | 500.00 | 0.00 |
| Entregas | 15 | 4 | 2,000.00 | 0.00 |
| Margen de utilidad | 8.00 | 11.45 | 500.00 | 500.00 |
| Porcentaje de Cierre 1 | 15.00 | 50.00 | 500.00 | 500.00 |
| Porcentaje de Cierre 2 | 18.00 | 50.00 | 250.00 | 250.00 |
| Share Financiera 1 | 25.00 | 25.00 | 1,000.00 | 1,000.00 |
| Share Financiera 2 | 30.00 | 25.00 | 2,000.00 | 0.00 |
| COMONUEVO | 5 | 1 | 4,000.00 | 0.00 |
| Objetivo por Venta de Unidades | 15 | 0 | 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 | | | 11,000.00 | 0.00 |
| Objetivo Venta de Garantia Extendida | 0.00 | 0.00 | 0.00 | 0.00 |
| Objetivo de Entregas Trimestral | 42 | 24 | 7,000.00 | 0.00 |
| TOTAL DE COMISIONES | | | | 3,073.78 |
| Semanas | 07/01/14 | 14/01/14 | 21/01/14 | 28/01/14 |
| | 3,073.78 | 0.00 | 0.00 | 0.00 |
| Total de Semanas | | | | 3,073.78 |