



GUIA RAPIDA PARA VENDEDOR "PLAN PYMES - NAFINSA"

APLICABLES DEL 02 AL 30 DE JUNIO DEL 2015

MODELO	PROMOCIÓN	CÓDIGO		PAQUETE	PRECIO LISTA	DESCUENTO AL CLIENTE FINAL	PRECIO			Oferta Comercial																															
		GMM	Cotizador GMF				GMF	0% Comisión por Apertura CON GMF	Año de seguro gratis	Tasa especial PLAN PYMES - NAFINSA																															
MATIZ 2015	PLAN PYMES - NAFINSA	MGX	RCCM	A	\$101,400	\$0				"1 año"	CLIENTE A																														
				B	\$106,500	\$0			ZURICH																																
SPARK 2015	PLAN PYMES - NAFINSA	MGY	RCCM	A	\$126,800	\$4,900	\$121,900			"1 año"	<table border="1" style="margin: auto;"> <thead> <tr> <th colspan="4" style="background-color: #0056b3; color: white;">Inversión Inicial</th> </tr> <tr> <th></th> <th>10-19.99%</th> <th>20-29.99%</th> <th>30%+</th> </tr> </thead> <tbody> <tr> <td>12 Meses</td> <td>9.49</td> <td>9.22</td> <td>8.79</td> </tr> <tr> <td>24 Meses</td> <td>11.25</td> <td>10.98</td> <td>10.56</td> </tr> <tr> <td>36 Meses</td> <td>11.91</td> <td>11.86</td> <td>11.43</td> </tr> <tr> <td>48 Meses</td> <td>12.56</td> <td>12.51</td> <td>12.08</td> </tr> <tr> <td>60 Meses</td> <td>12.81</td> <td>12.70</td> <td>12.64</td> </tr> </tbody> </table>			Inversión Inicial					10-19.99%	20-29.99%	30%+	12 Meses	9.49	9.22	8.79	24 Meses	11.25	10.98	10.56	36 Meses	11.91	11.86	11.43	48 Meses	12.56	12.51	12.08	60 Meses	12.81	12.70	12.64
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B	\$139,900	\$4,900	\$135,000			✓																																			
C	\$165,800	\$4,400	\$161,400																																						
G	\$172,800	\$4,300	\$168,500																																						
H	\$172,800	\$4,300	\$168,500			QUALITAS																																			
AVEO 2015	PLAN PYMES - NAFINSA	MGY	RCCM	A	\$153,300	\$14,500	\$138,800			"1 año"	<table border="1" style="margin: auto;"> <thead> <tr> <th colspan="4" style="background-color: #0056b3; color: white;">Inversión Inicial</th> </tr> <tr> <th></th> <th>10-19.99%</th> <th>20-29.99%</th> <th>30%+</th> </tr> </thead> <tbody> <tr> <td>12 Meses</td> <td>9.49</td> <td>9.22</td> <td>8.79</td> </tr> <tr> <td>24 Meses</td> <td>11.25</td> <td>10.98</td> <td>10.56</td> </tr> <tr> <td>36 Meses</td> <td>11.91</td> <td>11.86</td> <td>11.43</td> </tr> <tr> <td>48 Meses</td> <td>12.56</td> <td>12.51</td> <td>12.08</td> </tr> <tr> <td>60 Meses</td> <td>12.81</td> <td>12.70</td> <td>12.64</td> </tr> </tbody> </table>			Inversión Inicial					10-19.99%	20-29.99%	30%+	12 Meses	9.49	9.22	8.79	24 Meses	11.25	10.98	10.56	36 Meses	11.91	11.86	11.43	48 Meses	12.56	12.51	12.08	60 Meses	12.81	12.70	12.64
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M	\$157,400	\$14,500	\$142,900																																						
B	\$174,600	\$14,500	\$160,100			✓																																			
J	\$177,700	\$14,500	\$163,200																																						
F	\$175,600	\$14,500	\$161,100																																						
C	\$190,800	\$14,500	\$176,300																																						
D	\$200,000	\$14,500	\$185,500			ZURICH																																			
E	\$214,200	\$14,500	\$199,700																																						
SONIC 2015	PLAN PYMES - NAFINSA	MGY	RCCM	A	\$184,100	\$14,200	\$169,900			"1 año"	<table border="1" style="margin: auto;"> <thead> <tr> <th colspan="4" style="background-color: #0056b3; color: white;">Inversión Inicial</th> </tr> <tr> <th></th> <th>10-19.99%</th> <th>20-29.99%</th> <th>30%+</th> </tr> </thead> <tbody> <tr> <td>12 Meses</td> <td>9.54</td> <td>9.33</td> <td>8.90</td> </tr> <tr> <td>24 Meses</td> <td>11.30</td> <td>11.09</td> <td>10.66</td> </tr> <tr> <td>36 Meses</td> <td>11.96</td> <td>11.96</td> <td>11.54</td> </tr> <tr> <td>48 Meses</td> <td>12.62</td> <td>12.62</td> <td>12.19</td> </tr> <tr> <td>60 Meses</td> <td>12.91</td> <td>12.81</td> <td>12.74</td> </tr> </tbody> </table>			Inversión Inicial					10-19.99%	20-29.99%	30%+	12 Meses	9.54	9.33	8.90	24 Meses	11.30	11.09	10.66	36 Meses	11.96	11.96	11.54	48 Meses	12.62	12.62	12.19	60 Meses	12.91	12.81	12.74
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D	\$205,400	\$13,500	\$191,900																																						
E	\$220,700	\$13,800	\$206,900			✓																																			
F	\$237,900	\$14,000	\$223,900																																						
H	\$278,000	\$15,100	\$262,900			GNP																																			
TRAX 2015	PLAN PYMES - NAFINSA	MGY	RCCM	A	\$266,400	\$26,500	\$239,900			"1 año"	<table border="1" style="margin: auto;"> <thead> <tr> <th colspan="4" style="background-color: #0056b3; color: white;">Inversión Inicial</th> </tr> <tr> <th></th> <th>10-19.99%</th> <th>20-29.99%</th> <th>30%+</th> </tr> </thead> <tbody> <tr> <td>12 Meses</td> <td>9.54</td> <td>9.33</td> <td>8.90</td> </tr> <tr> <td>24 Meses</td> <td>11.30</td> <td>11.09</td> <td>10.66</td> </tr> <tr> <td>36 Meses</td> <td>11.96</td> <td>11.96</td> <td>11.54</td> </tr> <tr> <td>48 Meses</td> <td>12.62</td> <td>12.62</td> <td>12.19</td> </tr> <tr> <td>60 Meses</td> <td>12.91</td> <td>12.81</td> <td>12.74</td> </tr> </tbody> </table>			Inversión Inicial					10-19.99%	20-29.99%	30%+	12 Meses	9.54	9.33	8.90	24 Meses	11.30	11.09	10.66	36 Meses	11.96	11.96	11.54	48 Meses	12.62	12.62	12.19	60 Meses	12.91	12.81	12.74
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B	\$291,400	\$22,400	\$269,000																																						
C	\$338,500	\$22,100	\$316,400			✓																																			
D	\$367,600	\$23,700	\$343,900			QUALITAS																																			
TORNADO 2015	PLAN PYMES - NAFINSA	MH1	RCCM	A	\$201,500	\$20,000	\$181,500				<table border="1" style="margin: auto;"> <thead> <tr> <th colspan="4" style="background-color: #0056b3; color: white;">Inversión Inicial</th> </tr> <tr> <th></th> <th>10-19.99%</th> <th>20-29.99%</th> <th>30%+</th> </tr> </thead> <tbody> <tr> <td>12 Meses</td> <td>9.54</td> <td>9.33</td> <td>8.90</td> </tr> <tr> <td>24 Meses</td> <td>11.30</td> <td>11.09</td> <td>10.66</td> </tr> <tr> <td>36 Meses</td> <td>11.96</td> <td>11.96</td> <td>11.54</td> </tr> <tr> <td>48 Meses</td> <td>12.62</td> <td>12.62</td> <td>12.19</td> </tr> <tr> <td>60 Meses</td> <td>12.91</td> <td>12.81</td> <td>12.74</td> </tr> </tbody> </table>			Inversión Inicial					10-19.99%	20-29.99%	30%+	12 Meses	9.54	9.33	8.90	24 Meses	11.30	11.09	10.66	36 Meses	11.96	11.96	11.54	48 Meses	12.62	12.62	12.19	60 Meses	12.91	12.81	12.74
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B	\$215,500	\$20,000	\$195,500																																						
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COLORADO 2015	PLAN PYMES - NAFINSA	N/A	RCCM	Q	\$412,900	\$0					<table border="1" style="margin: auto;"> <thead> <tr> <th colspan="4" style="background-color: #0056b3; color: white;">Inversión Inicial</th> </tr> <tr> <th></th> <th>10-19.99%</th> <th>20-29.99%</th> <th>30%+</th> </tr> </thead> <tbody> <tr> <td>12 Meses</td> <td>9.54</td> <td>9.33</td> <td>8.90</td> </tr> <tr> <td>24 Meses</td> <td>11.30</td> <td>11.09</td> <td>10.66</td> </tr> <tr> <td>36 Meses</td> <td>11.96</td> <td>11.96</td> <td>11.54</td> </tr> <tr> <td>48 Meses</td> <td>12.62</td> <td>12.62</td> <td>12.19</td> </tr> <tr> <td>60 Meses</td> <td>12.91</td> <td>12.81</td> <td>12.74</td> </tr> </tbody> </table>			Inversión Inicial					10-19.99%	20-29.99%	30%+	12 Meses	9.54	9.33	8.90	24 Meses	11.30	11.09	10.66	36 Meses	11.96	11.96	11.54	48 Meses	12.62	12.62	12.19	60 Meses	12.91	12.81	12.74
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T	\$474,000	\$0																																							
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SILVERADO 1500 2015	PLAN PYMES - NAFINSA	N/A	RCCM	D	\$320,500	\$0					<table border="1" style="margin: auto;"> <thead> <tr> <th colspan="4" style="background-color: #0056b3; color: white;">Inversión Inicial</th> </tr> <tr> <th></th> <th>10-19.99%</th> <th>20-29.99%</th> <th>30%+</th> </tr> </thead> <tbody> <tr> <td>12 Meses</td> <td>9.54</td> <td>9.33</td> <td>8.90</td> </tr> <tr> <td>24 Meses</td> <td>11.30</td> <td>11.09</td> <td>10.66</td> </tr> <tr> <td>36 Meses</td> <td>11.96</td> <td>11.96</td> <td>11.54</td> </tr> <tr> <td>48 Meses</td> <td>12.62</td> <td>12.62</td> <td>12.19</td> </tr> <tr> <td>60 Meses</td> <td>12.91</td> <td>12.81</td> <td>12.74</td> </tr> </tbody> </table>			Inversión Inicial					10-19.99%	20-29.99%	30%+	12 Meses	9.54	9.33	8.90	24 Meses	11.30	11.09	10.66	36 Meses	11.96	11.96	11.54	48 Meses	12.62	12.62	12.19	60 Meses	12.91	12.81	12.74
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SILVERADO 2500 2015	PLAN PYMES - NAFINSA	MH1	RCCM	A	\$386,900	\$32,700	\$354,200				<table border="1" style="margin: auto;"> <thead> <tr> <th colspan="4" style="background-color: #0056b3; color: white;">Inversión Inicial</th> </tr> <tr> <th></th> <th>10-19.99%</th> <th>20-29.99%</th> <th>30%+</th> </tr> </thead> <tbody> <tr> <td>12 Meses</td> <td>9.54</td> <td>9.33</td> <td>8.90</td> </tr> <tr> <td>24 Meses</td> <td>11.30</td> <td>11.09</td> <td>10.66</td> </tr> <tr> <td>36 Meses</td> <td>11.96</td> <td>11.96</td> <td>11.54</td> </tr> <tr> <td>48 Meses</td> <td>12.62</td> <td>12.62</td> <td>12.19</td> </tr> <tr> <td>60 Meses</td> <td>12.91</td> <td>12.81</td> <td>12.74</td> </tr> </tbody> </table>			Inversión Inicial					10-19.99%	20-29.99%	30%+	12 Meses	9.54	9.33	8.90	24 Meses	11.30	11.09	10.66	36 Meses	11.96	11.96	11.54	48 Meses	12.62	12.62	12.19	60 Meses	12.91	12.81	12.74
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N/A	HCCN	B	\$413,000	\$0																																					
		K	\$413,000	\$0																																					
		E	\$479,900	\$0																																					
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SILVERADO 3500 2015	PLAN PYMES - NAFINSA	N/A	RCCM	A	\$407,900	\$0					<table border="1" style="margin: auto;"> <thead> <tr> <th colspan="4" style="background-color: #0056b3; color: white;">Inversión Inicial</th> </tr> <tr> <th></th> <th>10-19.99%</th> <th>20-29.99%</th> <th>30%+</th> </tr> </thead> <tbody> <tr> <td>12 Meses</td> <td>9.54</td> <td>9.33</td> <td>8.90</td> </tr> <tr> <td>24 Meses</td> <td>11.30</td> <td>11.09</td> <td>10.66</td> </tr> <tr> <td>36 Meses</td> <td>11.96</td> <td>11.96</td> <td>11.54</td> </tr> <tr> <td>48 Meses</td> <td>12.62</td> <td>12.62</td> <td>12.19</td> </tr> <tr> <td>60 Meses</td> <td>12.91</td> <td>12.81</td> <td>12.74</td> </tr> </tbody> </table>			Inversión Inicial					10-19.99%	20-29.99%	30%+	12 Meses	9.54	9.33	8.90	24 Meses	11.30	11.09	10.66	36 Meses	11.96	11.96	11.54	48 Meses	12.62	12.62	12.19	60 Meses	12.91	12.81	12.74
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C	\$423,000	\$0																																							

Nota: - La tasa que se utilizará para el perfil de Cliente C es de 2.13 puntos porcentuales arriba que la del Cliente perfil A (ejemplo: Si Perfil A es 10% perfil C sería 12.13%)
 - 2.5% de comisión por apertura
 - No aplica sobretasa