

REPORTE DE COMISIONES PARA EL COACH: ALBERTO GALLEGOS RIOS  
 ENTRE 27/11/13 Y 31/12/13

ENTREGA	FACTURA	INVENTARIO	MODELO	COMISIONES POR F&I			AÑO	BASE PARA CALCULO	NOTA DE	TOTAL
SIN BONOS	COMISION	- BONO POR EDAD	- BONO	- GASTOS ADMON	SEGURO	GARANTIA EXTENDIDA	ACCESORIOS	DESCUENTO		
Total de Unidades Entregadas 5										
BAN CREDITO CON BANCOS										
03/12/13	29/11/13	0931-TCN13	RAV4 LIMITED				2013	33,979.03		
	84.95	18	0.00	0.00	0.00	0.00	0.00	0.00	0.00	84.95
	84.95		0.00	0.00	0.00	0.00	0.00	0.00	0.00	84.95
CONTA CONTADO										
30/11/13	05/09/13	0744-TCN13	RAV4 XLE				2013	-30,569.63		
	-76.42	138	-351.55	0.00	0.00	0.00	-3.13	0.00		-431.10
30/11/13	05/09/13	0744-TCN13	RAV4 XLE				2013	30,569.63		
	76.42	138	351.55	0.00	0.00	0.00	1.08	0.00		429.05
30/11/13	31/10/13	0913-TCN13	HILUX PICK UP D CAB SR A/C				2013	-18,995.22		
	-47.49	30	0.00	0.00	0.00	0.00	-20.26	0.00		-67.75
30/11/13	31/10/13	0913-TCN13	HILUX PICK UP D CAB SR A/C				2013	18,995.22		
	47.49	30	0.00	0.00	0.00	0.00	13.91	0.00		61.40
03/12/13	18/06/13	0689-TCN13	TACOMA DOB CAB TRD SPORT				2013	-37,353.28		
	-93.38	169	-429.56	0.00	0.00	0.00	0.00	0.00		-522.94
03/12/13	18/06/13	0689-TCN13	TACOMA DOB CAB TRD SPORT				2013	37,353.28		
	93.38	169	429.56	0.00	0.00	0.00	19.92	0.00		542.86
	0.00		0.00	0.00	0.00	0.00	11.52	0.00		11.52
TOY CREDITO TOYOTA FS										
27/11/13	29/10/13	0087-TCN14	COROLLA S AT				2014	-29,534.06		
	-73.84	29	0.00	0.00	-158.09	-21.88	0.00	0.00		-253.81
27/11/13	29/10/13	0087-TCN14	COROLLA S AT				2014	30,419.06		
	76.05	29	0.00	0.00	158.09	21.88	0.00	0.00		256.02
27/11/13	22/11/13	0105-TCN14	HILUX PICK UP D CAB SR A/C				2014	-21,722.79		
	-54.31	18	0.00	0.00	-137.13	0.00	0.00	0.00		-191.44
27/11/13	22/11/13	0105-TCN14	HILUX PICK UP D CAB SR A/C				2014	21,722.79		
	54.31	18	0.00	0.00	137.13	0.00	12.67	0.00		204.11
27/11/13	20/11/13	0936-TCN13	RAV4 LIMITED				2013	-33,979.03		
	-84.95	7	0.00	0.00	-37.21	-23.13	-9.14	0.00		-154.43
27/11/13	20/11/13	0936-TCN13	RAV4 LIMITED				2013	33,979.03		
	84.95	7	0.00	0.00	37.21	23.13	0.00	0.00		145.29
29/11/13	16/11/13	0114-TCN14	SIENNA LE				2014	-40,714.48		
	-101.79	14	0.00	0.00	-160.92	0.00	0.00	0.00		-262.71
29/11/13	16/11/13	0114-TCN14	SIENNA LE				2014	42,308.03		
	105.77	14	0.00	0.00	160.92	0.00	0.00	0.00		266.69
29/11/13	28/11/13	0119-TCN14	HILUX PICK UP CHASSIS CAB				2014	14,692.31		
	36.73	10	0.00	0.00	0.00	0.00	0.00	0.00		36.73
29/11/13	20/11/13	0936-TCN13	RAV4 LIMITED				2013	-33,979.03		
	-84.95	9	0.00	0.00	-37.21	-23.13	0.00	0.00		-145.29
29/11/13	20/11/13	0936-TCN13	RAV4 LIMITED				2013	34,992.89		
	87.48	9	0.00	0.00	37.21	23.13	0.00	0.00		147.82
30/11/13	25/11/13	0094-TCN14	HILUX PICK UP D CAB SR A/C				2014	25,081.12		
	62.70	30	0.00	0.00	0.00	0.00	12.67	0.00		75.37
30/11/13	22/11/13	0938-TCN13	RAV4 LE				2013	-25,427.20		
	-63.57	8	0.00	0.00	-163.33	-23.13	0.00	0.00		-250.03
30/11/13	22/11/13	0938-TCN13	RAV4 LE				2013	25,427.20		
	63.57	8	0.00	0.00	163.33	23.13	5.43	0.00		255.46
02/12/13	25/11/13	0094-TCN14	HILUX PICK UP D CAB SR A/C				2014	-25,081.12		
	-62.70	32	0.00	0.00	0.00	0.00	-12.67	0.00		-75.37
02/12/13	25/11/13	0094-TCN14	HILUX PICK UP D CAB SR A/C				2014	25,081.12		
	62.70	32	0.00	0.00	128.60	23.13	12.67	0.00		227.10
02/12/13	28/11/13	0119-TCN14	HILUX PICK UP CHASSIS CAB				2014	-14,692.31		
	-36.73	13	0.00	0.00	0.00	0.00	0.00	0.00		-36.73
02/12/13	28/11/13	0119-TCN14	HILUX PICK UP CHASSIS CAB				2014	14,692.31		
	36.73	13	0.00	0.00	125.04	23.13	8.45	0.00		193.35

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ENTREGA	FACTURA	INVENTARIO	MODELO				COMISIONES	POR F&I	AÑO	BASE PARA CALCULO		TOTAL
	COMISION	- BONO POR	EDAD -	-	GASTOS	SEGURO	GARANTIA		-	NOTA DE		
	SIN BONOS	EDAD	BONO	ADMN			EXTENDIDA		ACCESORIOS	DESCUENTO		
03/12/13	29/11/13	0065-TCN14	TACOMA	DOB	CAB TRD	SPORT			2014	37,424.26	0.00	403.35
	93.56	49	0.00	0.00	0.00	234.00	23.13		52.66	0.00		
03/12/13	25/11/13	0094-TCN14	HILUX	PICK	UP D CAB	SR A/C			2014	-25,081.12	0.00	-227.10
	-62.70	33	0.00	0.00	0.00	-128.60	-23.13		-12.67	0.00		
03/12/13	25/11/13	0094-TCN14	HILUX	PICK	UP D CAB	SR A/C			2014	25,081.12	0.00	226.91
	62.70	33	0.00	0.00	0.00	128.60	23.13		12.48	0.00		
03/12/13	28/11/13	0119-TCN14	HILUX	PICK	UP CHASSIS	CAB			2014	-14,692.31	0.00	-193.35
	-36.73	14	0.00	0.00	0.00	-125.04	-23.13		-8.45	0.00		
03/12/13	28/11/13	0119-TCN14	HILUX	PICK	UP CHASSIS	CAB			2014	14,692.31	0.00	234.08
	36.73	14	0.00	0.00	0.00	125.04	23.13		49.18	0.00		
03/12/13	26/11/13	0142-TCN14	HILUX	PICK	UP D CAB	SR A/C			2014	21,722.79	0.00	110.43
	54.31	7	0.00	0.00	0.00	0.00	0.00		56.12	0.00		
03/12/13	29/11/13	0735-TCN13	RAV4	XLE					2013	28,806.31	0.00	623.57
	72.02	141	331.27	0.00	0.00	175.43	23.13		21.72	0.00		
03/12/13	14/11/13	0736-TCN13	YARIS	PREMIUM	AUT	HB			2013	-10,113.96	0.00	-141.59
	-25.28	141	-116.31	0.00	0.00	0.00	0.00		0.00	0.00		
03/12/13	16/11/13	0781-TCN13	RAV4	XLE					2013	-28,806.31	0.00	-403.29
	-72.02	131	-331.27	0.00	0.00	0.00	0.00		0.00	0.00		
03/12/13	30/11/13	0950-TCN13	RAV4	LE					2013	25,427.20	0.00	196.00
	63.57	3	0.00	0.00	0.00	109.30	23.13		0.00	0.00		
04/12/13	29/11/13	0065-TCN14	TACOMA	DOB	CAB TRD	SPORT			2014	-37,424.26	0.00	-403.35
	-93.56	50	0.00	0.00	0.00	-234.00	-23.13		-52.66	0.00		
04/12/13	29/11/13	0065-TCN14	TACOMA	DOB	CAB TRD	SPORT			2014	37,424.26	0.00	415.42
	93.56	50	0.00	0.00	0.00	234.00	23.13		64.73	0.00		
04/12/13	29/11/13	0065-TCN14	TACOMA	DOB	CAB TRD	SPORT			2014	-37,424.26	0.00	-415.42
	-93.56	50	0.00	0.00	0.00	-234.00	-23.13		-64.73	0.00		
04/12/13	29/11/13	0065-TCN14	TACOMA	DOB	CAB TRD	SPORT			2014	37,424.26	0.00	437.15
	93.56	50	0.00	0.00	0.00	234.00	23.13		86.46	0.00		
	294.31		-116.31	0.00	0.00	772.37	115.65		234.92	0.00		1,300.94
	379.26		-116.31	0.00	0.00	772.37	115.65		246.44	0.00		1,397.41

	Objetivo	Real	Bono	Comision
Pruebas de Manejo	100	17	1,000.00	0.00
Bebacks	100	20	1,000.00	0.00
Entregas	50	5	2,000.00	0.00
Margen de utilidad	8.00	10.03	500.00	500.00
Porcentaje de Cierre 1	15.00	19.23	1,000.00	1,000.00
Porcentaje de Cierre 2	18.00	19.23	500.00	500.00
Share Financiera 1	50.00	80.00	1,000.00	1,000.00
Share Financiera 2	55.00	80.00	500.00	500.00
CAMRY	3	0	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	3	4,000.00	0.00
LANDCRUISER	1	0	25,000.00	0.00
PRIUS	1	0	5,000.00	0.00
RAV4	14	2	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	11	2,000.00	0.00
Objetivo por Toma de Unidades Seminuevas	5	2	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	33,047.40	5,000.00	0.00
Objetivo de Entregas Trimestral	113	73	10,000.00	0.00
			TOTAL DE COMISIONES	4,897.41

Semanas	03/12/13	10/12/13	17/12/13	24/12/13	31/12/13	Total de Semanas
	4,863.61	33.80	0.00	0.00	0.00	4,897.41