

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	- BONO	- GASTOS ADMON	-	SEGURO	GARANTIA EXTENDIDA	ACCESORIOS	-	NOTA DE DESCUENTO	
Total de Unidades Entregadas 10											
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
14/01/14	12/12/13	0052-TCN14	TACOMA	DOB CAB TRD SPORT				2014	-38,651.65		
	-96.63	99	-386.52	0.00	-29.25	0.00	0.00		0.00	0.00	-512.40
14/01/14	12/12/13	0052-TCN14	TACOMA	DOB CAB TRD SPORT				2014	38,651.65		
	96.63	99	386.52	0.00	29.25	0.00	0.00		0.00	0.00	512.40

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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		
14/01/14	20/12/13	0195-TCN14	TACOMA DOB	CAB TRD	SPORT			2014	-38,677.30			
	-96.69	25	0.00	0.00	0.00	0.00	0.00		0.00	0.00		-96.69
14/01/14	20/12/13	0195-TCN14	TACOMA DOB	CAB TRD	SPORT			2014	38,677.30			
	96.69	25	0.00	0.00	0.00	0.00	0.00		57.54	0.00		154.23
14/01/14	18/12/13	0946-TCN13	RAV4 LIMITED					2013	-33,979.03			
	-84.95	46	0.00	0.00	-26.29	0.00	0.00		-3.13	0.00		-114.37
14/01/14	18/12/13	0946-TCN13	RAV4 LIMITED					2013	35,796.79			
	89.49	46	0.00	0.00	26.29	0.00	0.00		1.01	0.00		116.79
14/01/14	31/12/13	0962-TCN13	AVANZA HI 4AT					2013	-10,736.65			
	-26.84	36	0.00	0.00	0.00	0.00	0.00		0.00	0.00		-26.84
14/01/14	31/12/13	0962-TCN13	AVANZA HI 4AT					2013	10,736.65			
	26.84	36	0.00	0.00	0.00	0.00	0.00		21.77	0.00		48.61
20/01/14	18/12/13	0946-TCN13	RAV4 LIMITED					2013	-35,796.79			
	-89.49	52	0.00	0.00	-26.29	0.00	0.00		-1.01	0.00		-116.79
20/01/14	18/12/13	0946-TCN13	RAV4 LIMITED					2013	35,796.79			
	89.49	52	0.00	0.00	25.29	0.00	0.00		1.01	0.00		115.79
21/01/14	17/01/14	0838-TCN13	TACOMA DOB	CAB TRD	SPORT			2013	37,245.45			
	93.11	144	428.32	0.00	0.00	0.00	0.00		0.00	0.00		521.43
	241.51		428.32	0.00	94.05	0.00	0.00		85.55	0.00		849.43
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
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	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	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	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	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	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	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	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	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	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	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	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	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	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	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	0.00		-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	0.00		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	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	0.00		565.91

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

ENTREGA	FACTURA	INVENTARIO	MODELO			COMISIONES	POR F&I	COMISIONES	BASE PARA CALCULO		TOTAL
	COMISION	- BONO POR	EDAD -			SEGURO	GARANTIA			NOTA DE	
	SIN BONOS	EDAD	BONO	GASTOS	ADMN		EXTENDIDA	ACCESORIOS		DESCUENTO	
07/01/14	27/12/13	0186-TCN14	HILUX PICK	UP	CHASSIS CAB	88.35	0.00	2014	14,692.31	0.00	164.30
	36.73	20	0.00	0.00					39.22		
07/01/14	31/12/13	0966-TCN13	RAV4 LE			181.82	23.13	2013	15,093.47	0.00	242.68
	37.73	27	0.00	0.00					0.00		
07/01/14	07/01/14	0975-TCN13	RAV4 LIMITED			198.21	23.13	2013	22,057.03	0.00	276.48
	55.14	12	0.00	0.00					0.00		
07/01/14	26/12/13	0976-TCN13	AVANZA HI 4AT			0.00	0.00	2013	-10,736.65	0.00	-26.84
	-26.84	12	0.00	0.00					0.00		
07/01/14	26/12/13	0976-TCN13	AVANZA HI 4AT			117.67	21.88	2013	10,736.65	0.00	166.39
	26.84	12	0.00	0.00					0.00		
08/01/14	27/12/13	0186-TCN14	HILUX PICK	UP	CHASSIS CAB	-88.35	0.00	2014	-14,692.31	0.00	-164.30
	-36.73	21	0.00	0.00					-39.22		
08/01/14	27/12/13	0186-TCN14	HILUX PICK	UP	CHASSIS CAB	88.35	0.00	2014	14,692.31	0.00	172.75
	36.73	21	0.00	0.00					47.67		
08/01/14	07/01/14	0975-TCN13	RAV4 LIMITED			-198.21	-23.13	2013	-22,057.03	0.00	-276.48
	-55.14	13	0.00	0.00					0.00		
08/01/14	08/01/14	0975-TCN13	RAV4 LIMITED			198.21	23.13	2013	22,057.03	0.00	276.48
	55.14	13	0.00	0.00					0.00		
11/01/14	22/11/13	0938-TCN13	RAV4 LE			-163.33	-23.13	2013	-26,488.86	0.00	-258.11
	-66.22	50	0.00	0.00					-5.43		
11/01/14	22/11/13	0938-TCN13	RAV4 LE			163.33	23.13	2013	26,488.86	0.00	254.52
	66.22	50	0.00	0.00					1.84		
11/01/14	31/12/13	0966-TCN13	RAV4 LE			-181.82	-23.13	2013	-15,093.47	0.00	-242.68
	-37.73	31	0.00	0.00					0.00		
13/01/14	08/01/14	0975-TCN13	RAV4 LIMITED			-198.21	-23.13	2013	-22,057.03	0.00	-276.48
	-55.14	18	0.00	0.00					0.00		
14/01/14	26/11/13	0140-TCN14	HILUX PICK	UP	CHASSIS CAB	0.00	0.00	2014	-14,691.96	0.00	-184.27
	-36.73	49	0.00	0.00					-147.54		
14/01/14	26/11/13	0140-TCN14	HILUX PICK	UP	CHASSIS CAB	0.00	0.00	2014	14,691.96	0.00	179.16
	36.73	49	0.00	0.00					142.43		
14/01/14	26/12/13	0201-TCN14	SIENNA LIMITED			-202.44	-30.45	2014	-61,830.62	0.00	-387.47
	-154.58	19	0.00	0.00					0.00		
14/01/14	26/12/13	0201-TCN14	SIENNA LIMITED			202.44	30.45	2014	61,830.62	0.00	387.47
	154.58	19	0.00	0.00					0.00		
14/01/14	31/12/13	0966-TCN13	RAV4 LE			181.82	23.13	2013	28,024.50	0.00	275.01
	70.06	34	0.00	0.00					0.00		
14/01/14	08/01/14	0975-TCN13	RAV4 LIMITED			198.21	23.13	2013	33,979.03	0.00	306.29
	84.95	19	0.00	0.00					0.00		
15/01/14	03/12/13	0162-TCN14	SIENNA LIMITED			-139.77	0.00	2014	-62,035.79	0.00	-294.86
	-155.09	46	0.00	0.00					0.00		
15/01/14	03/12/13	0162-TCN14	SIENNA LIMITED			139.77	0.00	2014	56,156.48	0.00	280.16
	140.39	46	0.00	0.00					0.00		
18/01/14	26/11/13	0140-TCN14	HILUX PICK	UP	CHASSIS CAB	0.00	0.00	2014	-14,691.96	0.00	-179.16
	-36.73	53	0.00	0.00					-142.43		
18/01/14	26/11/13	0140-TCN14	HILUX PICK	UP	CHASSIS CAB	0.00	0.00	2014	47,663.80	0.00	261.59
	119.16	53	0.00	0.00					142.43		
18/01/14	27/12/13	0186-TCN14	HILUX PICK	UP	CHASSIS CAB	-88.35	0.00	2014	-14,692.31	0.00	-172.75
	-36.73	31	0.00	0.00					-47.67		
18/01/14	27/12/13	0186-TCN14	HILUX PICK	UP	CHASSIS CAB	88.35	0.00	2014	23,192.31	0.00	194.00
	57.98	31	0.00	0.00					47.67		
18/01/14	08/01/14	0236-TCN14	RAV4 L4 AWD XLE			188.00	30.45	2014	37,715.82	0.00	312.74
	94.29	10	0.00	0.00					0.00		
21/01/14	11/01/14	0054-TCN14	COROLLA LE AT			152.69	21.88	2014	27,751.46	0.00	563.09
	69.38	105	319.14	0.00					0.00		
21/01/14	27/12/13	0186-TCN14	HILUX PICK	UP	CHASSIS CAB	-88.35	0.00	2014	-23,192.31	0.00	-194.00
	-57.98	34	0.00	0.00					-47.67		
21/01/14	27/12/13	0186-TCN14	HILUX PICK	UP	CHASSIS CAB	88.35	0.00	2014	23,192.31	0.00	194.00
	57.98	34	0.00	0.00					47.67		

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COMISION SIN BONOS	- BONO POR EDAD	- BONO	- EDAD	- GASTOS ADMON	COMISIONES POR F&I	SEGURO	GARANTIA EXTENDIDA	ACCESORIOS	NOTA DE DESCUENTO		
21/01/14	19/12/13	0193-TCN14	HILUX PICK	UP D CAB	SR A/C			2014	22,784.72	0.00	227.69
56.96	33		0.00	0.00	147.60		23.13	0.00	0.00		
21/01/14	31/12/13	0221-TCN14	HILUX PICK	UP BASIC	CAB L4 16V AC			2014	18,090.66	0.00	201.42
45.23	21		0.00	0.00	133.06		23.13	0.00	0.00		
21/01/14	08/01/14	0235-TCN14	RAV4 L4 AWD XLE					2014	37,715.82	0.00	94.29
94.29	13		0.00	0.00	0.00	0.00	0.00	0.00	0.00		
639.74			323.70	0.00	1,321.49		197.18	-0.25	0.00	2,481.86	
881.25			752.02	0.00	1,415.54		197.18	85.30	0.00	3,331.29	

	Objetivo	Real	Bono	Comision		
Pruebas de Manejo	50	22	1,000.00	0.00		
Bebacks	50	15	1,000.00	0.00		
Entregas	25	10	5,000.00	0.00		
Margen de utilidad	8.00	7.66	500.00	0.00		
Porcentaje de Cierre 1	15.00	18.18	1,000.00	1,000.00		
Porcentaje de Cierre 2	18.00	18.18	500.00	500.00		
Share Financiera 1	50.00	70.00	1,000.00	1,000.00		
Share Financiera 2	55.00	70.00	500.00	500.00		
CSI 1	95.00	96.50000	1,000.00	1,000.00		
CSI 2	98.00	96.50000	500.00	0.00		
CAMRY	2	0	2,000.00	0.00		
COROLLA	8	1	3,000.00	0.00		
HIGHLANDER	1	0	3,000.00	0.00		
HILUX	8	2	3,000.00	0.00		
LANDCRUISER	1	0	25,000.00	0.00		
PRIUS	1	0	5,000.00	0.00		
RAV4	4	4	2,000.00	2,000.00		
SEQUOIA	1	0	3,000.00	0.00		
SIENNA	3	0	3,000.00	0.00		
TACOMA	3	2	3,000.00	0.00		
TUNDRA	1	0	3,000.00	0.00		
Objetivo por Venta de Unidades	25	9	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 Garantía Extendida	80,000.00	56,337.90	5,000.00	0.00		
Objetivo de Entregas Trimestral	95	85	10,000.00	0.00		
TOTAL DE COMISIONES				9,331.29		
Semanas	07/01/14	14/01/14	21/01/14	28/01/14	28/01/14	Total de Semanas
	3,663.15	0.00	5,668.14	0.00	0.00	9,331.29