

REPORTE DE COMISIONES PARA EL COACH: MARIANO AZUARA MARTINEZ
 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 13											
CONTA CONTADO											
06/01/14	30/11/13	0161-TCN14	HILUX PICK UP	CHASSIS CAB				2014	-14,691.96		
	-36.73	37	0.00	0.00	0.00	0.00			-40.95	0.00	-77.68
06/01/14	30/11/13	0161-TCN14	HILUX PICK UP	CHASSIS CAB				2014	29,468.30		
	73.67	37	0.00	0.00	0.00	0.00			40.95	0.00	114.62
06/01/14	03/12/13	0166-TCN14	TACOMA DOB CAB TRD	SPORT				2014	-33,905.29		
	-84.76	34	0.00	0.00	0.00	0.00			-4.69	0.00	-89.45
06/01/14	03/12/13	0166-TCN14	TACOMA DOB CAB TRD	SPORT				2014	30,971.88		
	77.43	34	0.00	0.00	0.00	0.00			4.69	0.00	82.12
06/01/14	27/12/13	0202-TCN14	YARIS PREMIUM AUT	HB				2014	-13,786.51		
	-34.47	10	0.00	0.00	0.00	0.00			0.00	0.00	-34.47
06/01/14	27/12/13	0202-TCN14	YARIS PREMIUM AUT	HB				2014	13,872.72		
	34.68	10	0.00	0.00	0.00	0.00			0.00	0.00	34.68
07/01/14	27/11/13	0143-TCN14	COROLLA S AT					2014	-29,534.06		
	-73.84	41	0.00	0.00	0.00	0.00			0.00	0.00	-73.84
07/01/14	27/11/13	0143-TCN14	COROLLA S AT					2014	29,534.06		
	73.84	41	0.00	0.00	23.18	0.00			0.00	0.00	97.02
07/01/14	30/12/13	0216-TCN14	COROLLA BASE AT					2014	-25,322.99		
	-63.31	8	0.00	0.00	0.00	0.00			0.00	0.00	-63.31
07/01/14	07/01/14	0216-TCN14	COROLLA BASE AT					2014	25,322.99		
	63.31	8	0.00	0.00	0.00	0.00			0.00	0.00	63.31
09/01/14	12/12/13	0159-TCN14	TACOMA DOB CAB TRD	SPORT				2014	-38,385.12		
	-95.96	41	0.00	0.00	-133.04	-18.40			-18.53	0.00	-265.93
09/01/14	12/12/13	0159-TCN14	TACOMA DOB CAB TRD	SPORT				2014	38,385.12		
	95.96	41	0.00	0.00	133.04	18.40			7.68	0.00	255.08
14/01/14	12/12/13	0159-TCN14	TACOMA DOB CAB TRD	SPORT				2014	-38,385.12		
	-95.96	46	0.00	0.00	-133.04	-18.40			-7.68	0.00	-255.08
14/01/14	12/12/13	0159-TCN14	TACOMA DOB CAB TRD	SPORT				2014	38,385.12		
	95.96	46	0.00	0.00	133.04	18.40			7.65	0.00	255.05
14/01/14	08/01/14	0232-TCN14	HILUX PICK UP D CAB	SR A/C				2014	21,722.79		
	54.31	7	0.00	0.00	0.00	0.00			31.03	0.00	85.34
14/01/14	30/12/13	0978-TCN13	RAV4 XLE					2013	-28,806.32		
	-72.02	17	0.00	0.00	0.00	0.00			0.00	0.00	-72.02
14/01/14	30/12/13	0978-TCN13	RAV4 XLE					2013	28,806.32		
	72.02	17	0.00	0.00	0.00	0.00			3.13	0.00	75.15
20/01/14	30/12/13	0978-TCN13	RAV4 XLE					2013	-28,806.32		
	-72.02	23	0.00	0.00	0.00	0.00			-3.13	0.00	-75.15
20/01/14	30/12/13	0978-TCN13	RAV4 XLE					2013	28,806.32		
	72.02	23	0.00	0.00	19.40	0.00			3.13	0.00	94.55
			84.13	0.00	0.00	42.58	0.00		23.28	0.00	149.99
TOY CREDITO TOYOTA FS											
06/01/14	12/12/13	0183-TCN14	HILUX PICK UP D CAB	SR A/C				2014	-21,722.79		
	-54.31	25	0.00	0.00	-128.60	-25.76			0.00	0.00	-208.67
06/01/14	12/12/13	0183-TCN14	HILUX PICK UP D CAB	SR A/C				2014	21,977.51		
	54.94	25	0.00	0.00	128.60	25.76			0.00	0.00	209.30
06/01/14	20/12/13	0194-TCN14	COROLLA S AT					2014	-29,534.06		
	-73.84	18	0.00	0.00	-191.78	-24.50			0.00	0.00	-290.12
06/01/14	20/12/13	0194-TCN14	COROLLA S AT					2014	30,494.23		
	76.24	18	0.00	0.00	191.78	24.50			0.00	0.00	292.52
07/01/14	16/11/13	0115-TCN14	HILUX PICK UP D CAB	SR A/C				2014	-22,670.55		
	-56.68	53	0.00	0.00	-160.76	0.00			-54.76	0.00	-272.20
07/01/14	16/11/13	0115-TCN14	HILUX PICK UP D CAB	SR A/C				2014	22,670.55		
	56.68	53	0.00	0.00	160.76	0.00			69.86	0.00	287.30
07/01/14	19/12/13	0192-TCN14	HILUX PICK UP	CHASSIS CAB				2014	-14,692.05		
	-36.73	19	0.00	0.00	-169.59	-25.76			-41.64	0.00	-273.72
07/01/14	19/12/13	0192-TCN14	HILUX PICK UP	CHASSIS CAB				2014	15,472.57		
	38.68	19	0.00	0.00	169.59	25.76			41.64	0.00	275.67

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	COMISION	- BONO POR	EDAD -			SEGURO	GARANTIA		-	NOTA DE	
	SIN BONOS	EDAD	BONO		GASTOS		EXTENDIDA	ACCESORIOS		DESCUENTO	
					ADMN						
07/01/14	30/12/13	0217-TCN14	COROLLA S	AT				2014	31,761.76		
	79.40	8	0.00		0.00	191.78	24.50	0.00	0.00	0.00	295.68
07/01/14	31/12/13	0222-TCN14	TACOMA DOB	CAB TRD SPORT				2014	37,424.26		
	93.56	7	0.00		0.00	282.83	25.76	0.00	0.00	0.00	402.15
07/01/14	27/12/13	0811-TCN13	AVANZA HI	5MT				2013	10,918.96		
	27.30	146	125.57		0.00	137.72	24.50	0.00	0.00	0.00	315.09
07/01/14	20/11/13	0932-TCN13	HIACE PANEL	15 PASAJ AC				2013	38,975.65		
	97.44	49	0.00		0.00	134.77	23.13	0.00	0.00	0.00	255.34
07/01/14	31/12/13	0953-TCN13	RAV4 XLE					2013	15,872.15		
	39.68	36	0.00		0.00	186.64	25.76	14.04	0.00	0.00	266.12
07/01/14	31/12/13	0953-TCN13	RAV4 XLE					2013	-15,872.15		
	-39.68	36	0.00		0.00	-186.64	-25.76	-14.04	0.00	0.00	-266.12
07/01/14	31/12/13	0953-TCN13	RAV4 XLE					2013	28,803.18		
	72.01	36	0.00		0.00	186.64	25.76	14.04	0.00	0.00	298.45
07/01/14	23/12/13	0973-TCN13	RAV4 XLE					2013	15,871.15		
	39.68	15	0.00		0.00	186.64	25.76	0.00	0.00	0.00	252.08
09/01/14	23/12/13	0973-TCN13	RAV4 XLE					2013	-15,871.15		
	-39.68	17	0.00		0.00	-186.64	-25.76	0.00	0.00	0.00	-252.08
09/01/14	23/12/13	0973-TCN13	RAV4 XLE					2013	28,802.18		
	72.01	17	0.00		0.00	186.64	25.76	0.00	0.00	0.00	284.41
11/01/14	19/12/13	0192-TCN14	HILUX PICK	UP CHASSIS CAB				2014	-15,472.57		
	-38.68	23	0.00		0.00	-169.59	-25.76	-41.64	0.00	0.00	-275.67
11/01/14	19/12/13	0192-TCN14	HILUX PICK	UP CHASSIS CAB				2014	15,472.57		
	38.68	23	0.00		0.00	169.59	25.76	50.09	0.00	0.00	284.12
11/01/14	26/07/13	0378-TCN13	HILUX PICK	UP CHASSIS CAB				2013	-17,293.24		
	-43.23	350	-224.81		0.00	-100.30	-23.13	-7.57	0.00	0.00	-399.04
11/01/14	26/07/13	0378-TCN13	HILUX PICK	UP CHASSIS CAB				2013	17,293.24		
	43.23	350	224.81		0.00	100.30	23.13	1.77	0.00	0.00	393.24
14/01/14	19/12/13	0192-TCN14	HILUX PICK	UP CHASSIS CAB				2014	-15,472.57		
	-38.68	26	0.00		0.00	-169.59	-25.76	-50.09	0.00	0.00	-284.12
14/01/14	19/12/13	0192-TCN14	HILUX PICK	UP CHASSIS CAB				2014	15,472.57		
	38.68	26	0.00		0.00	169.59	25.76	44.31	0.00	0.00	278.34
14/01/14	31/12/13	0227-TCN14	CAMRY XLE	L4 AT5 C Q/C				2014	39,536.75		
	98.84	14	0.00		0.00	199.39	25.76	0.00	0.00	0.00	323.99
14/01/14	31/12/13	0679-TCN13	RAV4 PLATINUM					2013	34,914.68		
	87.29	217	453.89		0.00	219.63	23.13	0.00	0.00	0.00	783.94
14/01/14	31/12/13	0953-TCN13	RAV4 XLE					2013	-28,803.18		
	-72.01	43	0.00		0.00	-186.64	-25.76	-14.04	0.00	0.00	-298.45
14/01/14	31/12/13	0953-TCN13	RAV4 XLE					2013	28,803.18		
	72.01	43	0.00		0.00	186.64	25.76	11.16	0.00	0.00	295.57
14/01/14	31/12/13	0977-TCN13	AVANZA HI	4AT				2013	10,736.65		
	26.84	18	0.00		0.00	95.54	21.88	0.00	0.00	0.00	144.26
18/01/14	19/12/13	0192-TCN14	HILUX PICK	UP CHASSIS CAB				2014	-15,472.57		
	-38.68	30	0.00		0.00	-169.59	-25.76	-44.31	0.00	0.00	-278.34
18/01/14	19/12/13	0192-TCN14	HILUX PICK	UP CHASSIS CAB				2014	23,972.57		
	59.93	30	0.00		0.00	169.59	25.76	44.31	0.00	0.00	299.59
21/01/14	16/01/14	0074-TCN14	COROLLA LE	AT				2014	27,537.60		
	68.84	85	275.38		0.00	68.81	24.50	0.00	0.00	0.00	437.53
21/01/14	19/12/13	0192-TCN14	HILUX PICK	UP CHASSIS CAB				2014	-23,972.57		
	-59.93	33	0.00		0.00	-169.59	-25.76	-44.31	0.00	0.00	-299.59
21/01/14	19/12/13	0192-TCN14	HILUX PICK	UP CHASSIS CAB				2014	23,972.57		
	59.93	33	0.00		0.00	169.59	25.76	44.31	0.00	0.00	299.59
21/01/14	09/01/14	0238-TCN14	RAV4 L4	AWD LIMITED				2014	41,379.93		
	103.45	13	0.00		0.00	219.54	33.07	0.00	0.00	0.00	356.06
21/01/14	15/01/14	0888-TCN13	AVANZA HI	4AT				2013	4,271.13		
	10.68	111	49.12		0.00	141.22	21.88	0.00	0.00	0.00	222.90
21/01/14	11/12/13	0965-TCN13	RAV4 LIMITED					2013	-47,957.44		
	-119.89	41	0.00		0.00	-142.18	-23.13	0.00	0.00	0.00	-285.20

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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		
21/01/14	11/12/13	0965-TCN13	RAV4 LIMITED				2013	47,957.44		
	119.89	41	0.00	0.00	142.18	23.13		19.61	0.00	304.81
22/01/14	15/01/14	0888-TCN13	AVANZA HI 4AT				2013	-4,271.13		
	-10.68	112	-49.12	0.00	-141.22	-21.88		0.00	0.00	-222.90
22/01/14	15/01/14	0888-TCN13	AVANZA HI 4AT				2013	10,736.65		
	26.84	112	123.47	0.00	141.22	21.88		0.00	0.00	313.41
	880.05		978.31	0.00	2,064.51	299.63		42.74	0.00	4,265.24
	964.18		978.31	0.00	2,107.09	299.63		66.02	0.00	4,415.23

	Objetivo	Real	Bono	Comision		
Pruebas de Manejo	50	31	1,000.00	0.00		
Bebacks	50	17	1,000.00	0.00		
Entregas	25	13	5,000.00	0.00		
Margen de utilidad	8.00	9.11	500.00	500.00		
Porcentaje de Cierre 1	15.00	22.81	1,000.00	1,000.00		
Porcentaje de Cierre 2	18.00	22.81	500.00	500.00		
Share Financiera 1	50.00	92.31	1,000.00	1,000.00		
Share Financiera 2	55.00	92.31	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	1	2,000.00	0.00		
COROLLA	8	2	3,000.00	0.00		
HIGHLANDER	1	0	3,000.00	0.00		
HILUX	8	1	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	1	3,000.00	0.00		
TUNDRA	1	0	3,000.00	0.00		
Objetivo por Venta de Unidades	25	10	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 Garantía Extendida	80,000.00	85,607.73	5,000.00	5,000.00		
Objetivo de Entregas Trimestral	95	65	10,000.00	0.00		

			TOTAL DE COMISIONES	15,915.23		
Semanas	07/01/14	14/01/14	21/01/14	28/01/14	28/01/14	Total de Semanas
	4,849.70	1,898.27	9,076.75	90.51	0.00	15,915.23