

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 6											
CONTA CONTADO											
06/01/14	30/11/13	0161-TCN14	HILUX PICK UP	CHASSIS CAB				2014	-14,691.96		-77.68
	-36.73	37	0.00	0.00	0.00	0.00	0.00		-40.95	0.00	
06/01/14	30/11/13	0161-TCN14	HILUX PICK UP	CHASSIS CAB				2014	29,468.30		114.62
	73.67	37	0.00	0.00	0.00	0.00	0.00		40.95	0.00	
06/01/14	03/12/13	0166-TCN14	TACOMA DOB	CAB TRD SPORT				2014	-33,905.29		-89.45
	-84.76	34	0.00	0.00	0.00	0.00	0.00		-4.69	0.00	
06/01/14	03/12/13	0166-TCN14	TACOMA DOB	CAB TRD SPORT				2014	30,971.88		82.12
	77.43	34	0.00	0.00	0.00	0.00	0.00		4.69	0.00	
06/01/14	27/12/13	0202-TCN14	YARIS PREMIUM	AUT HB				2014	-13,786.51		-34.47
	-34.47	10	0.00	0.00	0.00	0.00	0.00		0.00	0.00	
06/01/14	27/12/13	0202-TCN14	YARIS PREMIUM	AUT HB				2014	13,872.72		34.68
	34.68	10	0.00	0.00	0.00	0.00	0.00		0.00	0.00	
07/01/14	27/11/13	0143-TCN14	COROLLA S AT					2014	-29,534.06		-73.84
	-73.84	41	0.00	0.00	0.00	0.00	0.00		0.00	0.00	
07/01/14	27/11/13	0143-TCN14	COROLLA S AT			23.18		2014	29,534.06		97.02
	73.84	41	0.00	0.00	0.00	23.18	0.00		0.00	0.00	
07/01/14	30/12/13	0216-TCN14	COROLLA BASE AT					2014	-42,190.75		-105.48
	-105.48	8	0.00	0.00	0.00	0.00	0.00		0.00	0.00	
07/01/14	07/01/14	0216-TCN14	COROLLA BASE AT					2014	25,322.99		63.31
	63.31	8	0.00	0.00	0.00	0.00	0.00		0.00	0.00	
	-12.35		0.00	0.00	23.18	0.00	0.00		0.00	0.00	10.83
TOY CREDITO TOYOTA FS											
06/01/14	12/12/13	0183-TCN14	HILUX PICK UP	D CAB SR A/C				2014	-21,722.79		-208.67
	-54.31	25	0.00	0.00	-128.60	-25.76	0.00		0.00	0.00	
06/01/14	12/12/13	0183-TCN14	HILUX PICK UP	D CAB SR A/C				2014	21,977.51		209.30
	54.94	25	0.00	0.00	128.60	25.76	0.00		0.00	0.00	
06/01/14	20/12/13	0194-TCN14	COROLLA S AT					2014	-29,534.06		-290.12
	-73.84	18	0.00	0.00	-191.78	-24.50	0.00		0.00	0.00	
06/01/14	20/12/13	0194-TCN14	COROLLA S AT			191.78		2014	30,494.23		292.52
	76.24	18	0.00	0.00	191.78	24.50	0.00		0.00	0.00	
07/01/14	16/11/13	0115-TCN14	HILUX PICK UP	D CAB SR A/C				2014	-22,670.55		-272.20
	-56.68	53	0.00	0.00	-160.76	0.00	0.00		-54.76	0.00	
07/01/14	16/11/13	0115-TCN14	HILUX PICK UP	D CAB SR A/C				2014	22,670.55		287.30
	56.68	53	0.00	0.00	160.76	0.00	0.00		69.86	0.00	
07/01/14	19/12/13	0192-TCN14	HILUX PICK UP	CHASSIS CAB				2014	-14,692.05		-273.72
	-36.73	19	0.00	0.00	-169.59	-25.76	0.00		-41.64	0.00	
07/01/14	19/12/13	0192-TCN14	HILUX PICK UP	CHASSIS CAB				2014	15,472.57		275.67
	38.68	19	0.00	0.00	169.59	25.76	0.00		41.64	0.00	
07/01/14	30/12/13	0217-TCN14	COROLLA S AT			191.78		2014	31,761.76		295.68
	79.40	8	0.00	0.00	191.78	24.50	0.00		0.00	0.00	
07/01/14	31/12/13	0222-TCN14	TACOMA DOB	CAB TRD SPORT				2014	37,424.26		402.15
	93.56	7	0.00	0.00	282.83	25.76	0.00		0.00	0.00	
07/01/14	27/12/13	0811-TCN13	AVANZA HI 5MT			137.72		2013	10,918.96		315.09
	27.30	146	125.57	0.00	137.72	24.50	0.00		0.00	0.00	
07/01/14	20/11/13	0932-TCN13	HIACE PANEL 15 PASAJ	AC				2013	38,975.65		255.34
	97.44	49	0.00	0.00	134.77	23.13	0.00		0.00	0.00	
07/01/14	31/12/13	0953-TCN13	RAV4 XLE			186.64		2013	15,872.15		266.12
	39.68	36	0.00	0.00	186.64	25.76	0.00		14.04	0.00	
07/01/14	31/12/13	0953-TCN13	RAV4 XLE			-186.64		2013	-15,872.15		-266.12
	-39.68	36	0.00	0.00	-186.64	-25.76	0.00		-14.04	0.00	
07/01/14	31/12/13	0953-TCN13	RAV4 XLE			186.64		2013	28,803.18		298.45
	72.01	36	0.00	0.00	186.64	25.76	0.00		14.04	0.00	
07/01/14	23/12/13	0973-TCN13	RAV4 XLE			186.64		2013	15,871.15		252.08
	39.68	15	0.00	0.00	186.64	25.76	0.00		0.00	0.00	
	414.37		125.57	0.00	1,120.38	149.41	29.14		0.00		1,838.87

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SIN BONOS	COMISION	- BONO POR EDAD	- BONO	- GASTOS	SEGURO	GARANTIA	- ACCESORIOS	NOTA DE	
		EDAD		ADMN		EXTENDIDA		DESCUENTO	
	402.02		125.57	0.00	1,143.56	149.41	29.14	0.00	1,849.70

	Objetivo	Real	Bono	Comision
Pruebas de Manejo	100	8	1,000.00	0.00
Bebacks	100	6	1,000.00	0.00
Entregas	25	6	5,000.00	0.00
Margen de utilidad	8.00	7.07	500.00	0.00
Porcentaje de Cierre 1	15.00	31.58	1,000.00	1,000.00
Porcentaje de Cierre 2	18.00	31.58	500.00	500.00
Share Financiera 1	50.00	100.00	1,000.00	1,000.00
Share Financiera 2	55.00	100.00	500.00	500.00
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	0	3,000.00	0.00
LANDCRUISER	1	0	25,000.00	0.00
PRIUS	1	0	5,000.00	0.00
RAV4	4	2	2,000.00	0.00
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	1	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	80,000.00	42,687.92	5,000.00	0.00
Objetivo de Entregas Trimestral	95	58	10,000.00	0.00

TOTAL DE COMISIONES ----- 4,849.70

Semanas	07/01/14	14/01/14	21/01/14	28/01/14	28/01/14	Total de Semanas
	4,849.70	0.00	0.00	0.00	0.00	4,849.70