



## GUIA RAPIDA PARA VENDEDOR "PLAN PYMES - NAFINSA"

APLICABLES DEL 01 AL 31 DE AGOSTO DEL 2015

MODELO	PROMOCIÓN	CODIGO		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	MJY	RCCM	A	\$104,500	\$0				"1 año" ✓ GNP	<b>CLIENTE A</b>  <table border="1" style="margin: auto;"> <thead> <tr> <th colspan="4" style="background-color: #003366; 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><b>12 Meses</b></td> <td>9.49</td> <td>9.22</td> <td>8.79</td> </tr> <tr> <td><b>24 Meses</b></td> <td>11.25</td> <td>10.98</td> <td>10.56</td> </tr> <tr> <td><b>36 Meses</b></td> <td>11.91</td> <td>11.86</td> <td>11.43</td> </tr> <tr> <td><b>48 Meses</b></td> <td>12.56</td> <td>12.51</td> <td>12.08</td> </tr> <tr> <td><b>60 Meses</b></td> <td>12.81</td> <td>12.70</td> <td>12.64</td> </tr> </tbody> </table>  <b>CLIENTE B</b>  <table border="1" style="margin: auto;"> <thead> <tr> <th colspan="4" style="background-color: #003366; 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><b>12 Meses</b></td> <td>9.54</td> <td>9.33</td> <td>8.90</td> </tr> <tr> <td><b>24 Meses</b></td> <td>11.30</td> <td>11.09</td> <td>10.66</td> </tr> <tr> <td><b>36 Meses</b></td> <td>11.96</td> <td>11.96</td> <td>11.54</td> </tr> <tr> <td><b>48 Meses</b></td> <td>12.62</td> <td>12.62</td> <td>12.19</td> </tr> <tr> <td><b>60 Meses</b></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%+	<b>12 Meses</b>	9.49	9.22	8.79	<b>24 Meses</b>	11.25	10.98	10.56	<b>36 Meses</b>	11.91	11.86	11.43	<b>48 Meses</b>	12.56	12.51	12.08	<b>60 Meses</b>	12.81	12.70	12.64	Inversión Inicial					10-19.99%	20-29.99%	30%+	<b>12 Meses</b>	9.54	9.33	8.90	<b>24 Meses</b>	11.30	11.09	10.66	<b>36 Meses</b>	11.96	11.96	11.54	<b>48 Meses</b>	12.62	12.62	12.19	<b>60 Meses</b>	12.91	12.81	12.74
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B	\$109,900	\$0																																																																				
SPARK 2015	PLAN PYMES - NAFINSA	MJZ	RCCM	A	\$128,400	\$4,900	\$123,500		"1 año" ✓ ABA Seguros																																																													
				B	\$141,700	\$4,900	\$136,800																																																															
				C	\$168,000	\$4,400	\$163,600																																																															
				G	\$175,000	\$4,300	\$170,700																																																															
				H	\$175,000	\$4,300	\$170,700																																																															
AVEO 2015	PLAN PYMES - NAFINSA	MJZ	RCCM	A	\$153,300	\$14,500	\$138,800		"1 año" ✓ Zurich																																																													
				M	\$157,900	\$14,500	\$143,400																																																															
				B	\$175,100	\$14,500	\$160,600																																																															
				J	\$178,200	\$14,500	\$163,700																																																															
				F	\$176,100	\$14,500	\$161,600																																																															
				C	\$191,400	\$14,500	\$176,900																																																															
				E	\$200,600	\$14,500	\$186,100																																																															
D	\$214,800	\$14,500	\$200,300																																																																			
SONIC 2015	PLAN PYMES - NAFINSA	MJZ	RCCM	A	\$184,700	\$14,200	\$170,500		"1 año" ✓ GNP																																																													
				D	\$206,000	\$13,500	\$192,500																																																															
				E	\$221,400	\$13,800	\$207,600																																																															
				F	\$238,600	\$14,000	\$224,600																																																															
SONIC RS 2015	PLAN PYMES - NAFINSA	MJZ	RCCM	H	\$278,800	\$15,100	\$263,700		"1 año" ✓ Qualitas																																																													
TRAX 2015	PLAN PYMES - NAFINSA	MJZ	RCCM	A	\$267,200	\$26,500	\$240,700		"1 año" ✓ ABA Seguros																																																													
				B	\$292,300	\$22,400	\$269,900																																																															
				C	\$339,500	\$22,100	\$317,400																																																															
				D	\$368,700	\$23,700	\$345,000																																																															
TORNADO 2015	PLAN PYMES - NAFINSA	MJZ	RCCN	A	\$201,500	\$20,000	\$181,500																																																															
				B	\$215,500	\$20,000	\$195,500																																																															
				C	\$240,500	\$20,000	\$220,500																																																															
COLORADO 2015	PLAN PYMES - NAFINSA	N/A	RCCN	Q	\$414,100	\$0																																																																
				T	\$475,400	\$0																																																																
				V	\$487,000	\$0																																																																
SILVERADO 1500 2015	PLAN PYMES - NAFINSA	MK2	RCCN	D	\$320,500	\$36,200	\$284,300																																																															
				E	\$327,100	\$36,300	\$290,800																																																															
				F	\$352,400	\$36,900	\$315,500																																																															
				G	\$352,400	\$36,900	\$315,500																																																															
SILVERADO 2500 2015	PLAN PYMES - NAFINSA	MK2	RCCN	A	\$388,100	\$36,500	\$351,600																																																															
				J	\$388,100	\$36,500	\$351,600																																																															
				A (CAB EXT)	\$415,200	\$33,300	\$381,900																																																															
		N/A	RCCN	B	\$414,200	\$0																																																																
				K	\$414,200	\$0																																																																
				E	\$481,300	\$0																																																																
F	\$508,400	\$0																																																																				
SILVERADO 3500 2015	PLAN PYMES - NAFINSA	N/A	RCCN	A	\$409,100	\$0																																																																
				C	\$424,300	\$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