

REPORTE DE COMISIONES PARA EL COACH: CESAR TABARES
 ENTRE 28/08/13 Y 24/09/13

ENTREGA	FACTURA	INVENTARIO	MODELO			COMISIONES	POR F&I	AÑO	BASE	PARA	CALCULO	
SIN	COMISION	- BONO	EDAD -	-	GASTOS	SEGURO	GARANTIA	ACCESORIOS	-	NOTA DE	TOTAL	
BONOS	SIN BONOS	EDAD	BONO	ADMN	EXTENDIDA		EXTENDIDA		DESCUENTO			
Total de Unidades Entregadas 32												
BAN BANCOS												
31/08/13	31/05/13	1935-QMN13	AVEO PAQUETE M					2013	14,655.13			
	73.28	92	0.00	0.00		0.00	0.00		0.00	0.00		73.28
17/09/13	10/09/13	2255-QMN13	SPARK PAQ A		0.00	0.00	0.00	2013	16,001.34		0.00	80.01
	80.01	70	0.00						0.00			
24/09/13	10/09/13	2255-QMN13	SPARK PAQ A		0.00	0.00	0.00	2013	-16,001.34		0.00	-80.01
	-80.01	77	0.00						0.00			
24/09/13	10/09/13	2255-QMN13	SPARK PAQ A		0.00	0.00	0.00	2013	7,079.34		0.00	35.40
	35.40	77	0.00						0.00			
	108.68		0.00	0.00		0.00	0.00		0.00	0.00		108.68
CONTA CONTADO												
31/08/13	22/08/13	0083-QMN14	AVEO NUEVA LINEA PAQUETE C			0.00	0.00	2014	11,614.83		0.00	33.68
	33.68	9	0.00	0.00					0.00			
03/09/13	15/08/13	2412-QMN13	CRUZE PAQUETE M		0.00	0.00	0.00	2013	4,944.40		0.00	14.34
	14.34	29	0.00						0.00			
10/09/13	06/09/13	2475-QMN13	SPARK PAQ B		0.00	0.00	0.00	2013	0.00		0.00	0.00
	0.00	12	0.00						0.00			
17/09/13	31/08/13	1767-QMN13	TAHOE PAQ C		503.28	0.00	0.00	2013	50,328.49		0.00	145.95
	145.95	159	0.00						0.00			
17/09/13	13/05/13	1846-QMN13	SPARK PAQ B		93.90	0.00	0.00	2013	9,390.08		0.00	27.23
	27.23	144	0.00						0.00			
17/09/13	06/09/13	2475-QMN13	SPARK PAQ B		0.00	0.00	0.00	2013	0.00		0.00	0.00
	0.00	19	0.00						0.00			
17/09/13	06/09/13	2475-QMN13	SPARK PAQ B		0.00	0.00	0.00	2013	8,682.27		0.00	25.18
	25.18	19	0.00						0.00			
17/09/13	09/09/13	2520-QMN13	TRAX PAQUETE A		0.00	0.00	0.00	2013	13,982.08		0.00	40.55
	40.55	8	0.00						0.00			
17/09/13	10/09/13	2524-QMN13	TRAX PAQUETE A		0.00	0.00	0.00	2013	14,111.39		0.00	40.92
	40.92	8	0.00						0.00			
20/09/13	31/07/13	1547-QMN13	CAMARO PAQUETE A		-956.53	0.00	0.00	2013	-47,826.36		0.00	-138.70
	-138.70	190	0.00						0.00			
20/09/13	31/07/13	1547-QMN13	CAMARO PAQUETE A		809.98	0.00	0.00	2013	40,498.77		0.00	117.45
	117.45	190	0.00						0.00			
20/09/13	20/09/13	2375-QMN13	TRAX PAQUETE A		0.00	0.00	0.00	2013	18,723.46		0.00	54.30
	54.30	51	0.00						0.00			
20/09/13	10/09/13	2524-QMN13	TRAX PAQUETE A		0.00	0.00	0.00	2013	-14,111.39		0.00	-40.92
	-40.92	11	0.00						0.00			
20/09/13	10/09/13	2524-QMN13	TRAX PAQUETE A		0.00	0.00	0.00	2013	13,249.32		0.00	38.42
	38.42	11	0.00						0.00			
24/09/13	18/09/13	0161-QMN14	SPARK PAQ. C		0.00	0.00	0.00	2014	11,399.54		0.00	33.06
	33.06	6	0.00						0.00			
24/09/13	23/09/13	0182-QMN14	SONIC PAQUETE D		0.00	0.00	0.00	2014	16,011.17		0.00	46.43
	46.43	14	0.00						0.00			
24/09/13	18/09/13	0211-QMN14	SPARK PAQ A		0.00	0.00	0.00	2014	5,407.83		0.00	15.68
	15.68	6	0.00						0.00			
24/09/13	18/09/13	0211-QMN14	SPARK PAQ A		0.00	0.00	0.00	2014	-5,407.83		0.00	-15.68
	-15.68	6	0.00						0.00			
24/09/13	10/09/13	2476-QMN13	SPARK PAQ B		0.00	0.00	0.00	2013	8,682.27		0.00	25.18
	25.18	26	0.00						0.00			
24/09/13	10/09/13	2477-QMN13	SPARK PAQ B		0.00	0.00	0.00	2013	8,682.27		0.00	25.18
	25.18	26	0.00						0.00			
	488.25		450.63	0.00		0.00	0.00		0.00	0.00		938.88
SUBSI GMAC SUBSIDIADO												
31/08/13	16/08/13	0026-QMN14	AVEO PAQUETE M		-51.65	0.00	0.00	2014	-6,928.22		0.00	-86.60
	-86.60	42	0.00						0.00			
31/08/13	16/08/13	0026-QMN14	AVEO PAQUETE M		51.65	0.00	0.00	2014	7,618.22		0.00	95.23
	95.23	42	0.00						0.00			
31/08/13	28/06/13	1457-QMN13	SUBURBAN PAQ B		-1,348.72	-160.12	0.00	2013	-67,435.88		0.00	-842.95
	-842.95	184	0.00						0.00			
31/08/13	31/08/13	1457-QMN13	SUBURBAN PAQ B		2,940.00	0.00	0.00	2013	146,999.91		0.00	1,837.50
	1,837.50	184	0.00						0.00			
31/08/13	22/06/13	1784-QMN13	AVEO PAQUETE M		-70.42	-53.76	0.00	2013	-7,042.07		0.00	-88.03
	-88.03	138	0.00						0.00			
31/08/13	22/06/13	1784-QMN13	AVEO PAQUETE M		92.42	53.76	0.00	2013	9,242.07		0.00	115.53
	115.53	138	0.00						0.00			
31/08/13	20/08/13	1894-QMN13	CRUZE PAQUETE A		0.00	73.29	0.00	2013	4,352.54		0.00	54.41
	54.41	119	0.00						0.00			
31/08/13	26/08/13	2152-QMN13	TRAX PAQUETE C		0.00	111.94	0.00	2013	17,763.74		0.00	222.05
	222.05	67	0.00						0.00			

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ENTREGA	FACTURA	INVENTARIO	MODELO			COMISIONES	POR F&I	AÑO	BASE	PARA	CALCULO	TOTAL
SIN BONOS	COMISION	- BONO POR	EDAD -	-	GASTOS	SEGURO	GARANTIA	ACCESORIOS	-	NOTA DE		
		EDAD	BONO	ADMON			EXTENDIDA			DESCUENTO		
31/08/13	22/08/13	2418-QMN13	PICKUP	COLORADO	DOB	CABINA	4X2	2013	9,788.85	0.00	0.00	249.41
	122.36	21	0.00	127.05		0.00	0.00					
03/09/13	22/08/13	0094-QMN14	SONIC	PAQUETE	D			2014	14,453.19	0.00	0.00	432.06
	180.66	13	0.00	83.02		0.00	168.38					
07/09/13	31/08/13	1457-QMN13	SUBURBAN	PAQ	B			2013	-146,999.91	0.00	0.00	-4,777.50
	-1,837.50	191	-2,940.00	0.00		0.00	0.00					
07/09/13	31/08/13	1457-QMN13	SUBURBAN	PAQ	B			2013	67,435.88	0.00	0.00	2,191.67
	842.95	191	1,348.72	0.00		0.00	0.00					
10/09/13	29/08/13	0116-QMN14	AVEO	PAQUETE	M			2014	11,873.24	0.00	0.00	405.60
	148.42	33	0.00	57.18		0.00	200.00					
10/09/13	30/08/13	2375-QMN13	TRAX	PAQUETE	A			2013	18,723.46	0.00	0.00	571.41
	234.04	41	0.00	87.37		0.00	250.00					
10/09/13	29/08/13	2391-QMN13	CRUZE	PAQUETE	A			2013	1,840.57	0.00	0.00	62.66
	23.01	12	0.00	39.65		0.00	0.00					
17/09/13	09/09/13	0100-QMN14	AVEO	PAQUETE	M			2014	11,787.03	0.00	0.00	436.04
	147.34	42	0.00	69.95		0.00	218.75					
17/09/13	09/09/13	0122-QMN14	AVEO	PAQUETE	B			2014	5,969.42	0.00	0.00	291.14
	74.62	38	0.00	66.52		0.00	150.00					
17/09/13	10/09/13	0128-QMN14	AVEO	PAQUETE	M			2014	11,873.24	0.00	0.00	346.30
	148.42	7	0.00	60.38		0.00	137.50					
17/09/13	10/09/13	0171-QMN14	SONIC	PAQUETE	D			2014	16,011.17	0.00	0.00	482.79
	200.14	8	0.00	76.40		0.00	206.25					
17/09/13	21/08/13	1402-QMN13	MALIBU	4 PTAS	PAQ C LT			2013	-16,410.10	0.00	0.00	-591.63
	-205.13	211	-328.20	-58.30		0.00	0.00					
17/09/13	21/08/13	1402-QMN13	MALIBU	4 PTAS	PAQ C LT			2013	18,010.10	0.00	0.00	643.63
	225.13	211	360.20	58.30		0.00	0.00					
17/09/13	29/08/13	2430-QMN13	SPARK	PAQ.	C			2013	13,416.65	0.00	0.00	216.18
	167.71	21	0.00	48.47		0.00	0.00					
17/09/13	04/09/13	2515-QMN13	CRUZE	PAQUETE	M			2013	13,533.64	0.00	0.00	220.81
	169.17	13	0.00	51.64		0.00	0.00					
20/09/13	30/08/13	2375-QMN13	TRAX	PAQUETE	A			2013	-18,723.46	0.00	0.00	-571.41
	-234.04	51	0.00	-87.37		0.00	-250.00					
24/09/13	09/09/13	0100-QMN14	AVEO	PAQUETE	M			2014	-11,787.03	0.00	0.00	-436.04
	-147.34	49	0.00	-69.95		0.00	-218.75					
24/09/13	09/09/13	0100-QMN14	AVEO	PAQUETE	M			2014	12,827.03	0.00	0.00	449.04
	160.34	49	0.00	69.95		0.00	218.75					
24/09/13	13/09/13	1814-QMN13	MALIBU	4 PTAS	PAQ C LT			2013	12,492.82	0.00	0.00	313.26
	156.16	11	0.00	60.97		0.00	96.13					
24/09/13	11/09/13	2043-QMN13	CRUZE	PAQUETE	M			2013	8,459.68	0.00	0.00	282.11
	105.75	116	0.00	63.86		0.00	112.50					
24/09/13	10/09/13	2288-QMN13	TRAX	PAQUETE	A			2013	13,314.61	0.00	0.00	258.45
	166.43	69	0.00	92.02		0.00	0.00					
24/09/13	04/09/13	2515-QMN13	CRUZE	PAQUETE	M			2013	-13,533.64	0.00	0.00	-220.81
	-169.17	20	0.00	-51.64		0.00	0.00					
24/09/13	04/09/13	2515-QMN13	CRUZE	PAQUETE	M			2013	15,133.64	0.00	0.00	240.81
	189.17	20	0.00	51.64		0.00	0.00					
24/09/13	12/09/13	2535-QMN13	CAMARO	PAQUETE	A			2013	7,255.99	0.00	0.00	202.41
	90.70	13	0.00	111.71		0.00	0.00					
24/09/13	17/09/13	2542-QMN13	PICKUP	SILVERADO	1500	CAB. REG.	PAQ. G	2013	4,620.55	0.00	0.00	317.13
	57.76	7	0.00	148.37		0.00	111.00					
24/09/13	20/09/13	2550-QMN13	TRAX	PAQUETE	A			2013	18,852.78	0.00	0.00	575.10
	235.66	6	0.00	89.44		0.00	250.00					

	2,559.90		54.00	1,271.74		0.00	1,650.51		0.00	0.00		5,536.15

	3,156.83		504.63	1,271.74		0.00	1,650.51		0.00	0.00		6,583.71

	Objetivo	Real	Bono	Comision
Pruebas de Manejo	90	77	1,000.00	0.00
Bebacks	90	36	1,000.00	0.00
Entregas	45	32	2,500.00	0.00
Margen de utilidad	7.50	6.17	4,000.00	0.00
Porcentaje de Cierre 1	17.50	15.92	750.00	0.00
Porcentaje de Cierre 2	20.00	15.92	250.00	0.00
Share Financiera 1	50.00	56.25	1,000.00	1,000.00
Share Financiera 2	55.00	56.25	2,000.00	2,000.00
CAMARO Z-28 PIEL DE LUJO	1	1	2,000.00	2,000.00
TRAXX	6	6	4,000.00	4,000.00
CAPTIVA	3	0	4,000.00	0.00
MALIBU	1	1	2,000.00	2,000.00
CRUZE	4	5	3,000.00	3,000.00
AVALANCHE	1	0	4,000.00	0.00
TAHOE	1	1	6,000.00	6,000.00
SUBURBAN	1	0	6,000.00	0.00
SILVERADO 3500	1	0	3,000.00	0.00
CARGO VAN Y EXPRESS VAN	1	0	3,000.00	0.00
TRAVERSE	2	0	6,000.00	0.00

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ENTREGA	FACTURA	INVENTARIO	MODELO				AÑO	BASE	PARA CALCULO	
COMISION	- BONO POR	EDAD -	-	GASTOS	COMISIONES	POR F&I		-	NOTA DE	TOTAL
SIN BONOS	EDAD	BONO	ADMN	ADMN	SEGURO	GARANTIA	ACCESORIOS		DESCUENTO	
					EXTENDIDA	EXTENDIDA				
PICK UP CREW CAB					1	0	6,000.00			0.00
COLORADO					1	1	3,000.00			3,000.00
PICKUP CABINA EXTENDIDA					1	0	3,000.00			0.00
PICKUP CABINA SENCILLA					1	0	3,000.00			0.00
PICKUP 1500					1	1	3,000.00			3,000.00
Objetivo por Venta de Unidades					46	37	4,000.00			0.00
Objetivo por Toma de Unidades Seminuevas					6	4	4,000.00			0.00
Combinado Ventas, Entregas, Tomas, Share y Margen de Utilidad							12,000.00			0.00
Objetivo Venta de Garantia Extendida				120,000.00		132,040.00	3,000.00			3,000.00
Objetivo de Entregas Trimestral					125	129	4,000.00			4,000.00
TOTAL DE COMISIONES										39,583.71
Semanas	03/09/13	10/09/13	17/09/13	24/09/13	24/09/13	24/09/13	Total de Semanas			
	19,343.88	0.00	5,034.79	20,306.08	0.00		44,684.75			