



REPORTE DE COMISIONES PARA EL COACH: CESAR TABARES  
 ENTRE 25/09/13 Y 29/10/13

ENTREGA	FACTURA COMISION SIN BONOS	INVENTARIO - BONO POR EDAD	MODELO EDAD - BONO	- GASTOS ADMON	COMISIONES SEGURO	POR F&I GARANTIA EXTENDIDA	AÑO	BASE PARA CALCULO	NOTA DE DESCUENTO	TOTAL
15/10/13	23/09/13 -28.42	0105-QMN14 69	AVEO PAQUETE M 0.00	0.00	0.00	0.00	2014	-10,149.10 -8.45	0.00	-36.87
15/10/13	23/09/13 36.68	0105-QMN14 69	AVEO PAQUETE M 0.00	0.00	0.00	0.00	2014	13,099.10 8.45	0.00	45.13
15/10/13	18/09/13 -15.14	0211-QMN14 27	SPARK PAQ A 0.00	0.00	0.00	0.00	2014	-5,407.83 0.00	0.00	-15.14
15/10/13	18/09/13 17.07	0211-QMN14 27	SPARK PAQ A 0.00	0.00	0.00	0.00	2014	6,097.83 0.00	0.00	17.07
15/10/13	10/10/13 16.69	0315-QMN14 5	MATIZ PAQ A 0.00	0.00	0.00	0.00	2014	5,961.85 0.00	0.00	16.69
15/10/13	20/09/13 -52.43	2375-QMN13 76	TRAX PAQUETE A 0.00	0.00	0.00	0.00	2013	-18,723.46 0.00	0.00	-52.43
15/10/13	20/09/13 52.43	2375-QMN13 76	TRAX PAQUETE A 0.00	0.00	25.35	0.00	2013	18,723.46 0.00	0.00	77.78
15/10/13	27/09/13 -7.74	2507-QMN13 18	SPARK PAQ. C 0.00	0.00	0.00	0.00	2013	-2,763.34 0.00	0.00	-7.74
15/10/13	27/09/13 7.74	2507-QMN13 18	SPARK PAQ. C 0.00	0.00	18.65	0.00	2013	2,763.34 0.00	0.00	26.39
15/10/13	02/10/13 -34.15	2572-QMN13 20	MALIBU 4 PTAS PAQ C LT 0.00	0.00	0.00	0.00	2013	-12,195.70 0.00	0.00	-34.15
15/10/13	02/10/13 38.63	2572-QMN13 20	MALIBU 4 PTAS PAQ C LT 0.00	0.00	0.00	0.00	2013	13,795.70 0.00	0.00	38.63
15/10/13	04/10/13 30.17	2575-QMN13 12	MALIBU 4 PTAS PAQ C LT 0.00	0.00	0.00	0.00	2013	10,775.80 0.00	0.00	30.17
	260.01		-21.03	0.00	44.00	0.00		8.45	0.00	291.43
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26/09/13	13/07/13 -233.14	2228-QMN13 85	SPARK PAQ. C 0.00	-61.99	0.00	-98.00	2013	-23,313.65 0.00	0.00	-393.13
26/09/13	13/07/13 141.07	2228-QMN13 85	SPARK PAQ. C 0.00	61.99	0.00	98.00	2013	14,106.65 0.00	0.00	301.06
30/09/13	10/09/13 -133.15	2288-QMN13 75	TRAX PAQUETE A 0.00	-73.62	0.00	0.00	2013	-13,314.61 0.00	0.00	-206.77
30/09/13	10/09/13 134.15	2288-QMN13 75	TRAX PAQUETE A 0.00	73.62	0.00	0.00	2013	13,414.61 0.00	0.00	207.77
30/09/13	12/09/13 187.23	2401-QMN13 59	TRAX PAQUETE A 0.00	71.84	0.00	100.00	2013	18,723.46 51.72	0.00	410.79
30/09/13	04/09/13 -151.34	2515-QMN13 26	CRUZE PAQUETE M 0.00	-41.31	0.00	0.00	2013	-15,133.64 0.00	0.00	-192.65
30/09/13	04/09/13 158.24	2515-QMN13 26	CRUZE PAQUETE M 0.00	41.31	0.00	0.00	2013	15,823.64 0.00	0.00	199.55
30/09/13	18/09/13 273.46	2546-QMN13 13	CRUZE PAQUETE A 0.00	42.45	0.00	0.00	2013	27,345.84 11.07	0.00	326.98
01/10/13	23/09/13 132.53	0178-QMN14 24	AVEO PAQUETE B 0.00	54.03	0.00	69.00	2014	13,252.55 0.00	0.00	255.56
01/10/13	23/09/13 119.20	0234-QMN14 8	SONIC PAQ A 0.00	42.80	0.00	0.00	2014	11,919.89 0.00	0.00	162.00
01/10/13	27/09/13 186.84	0249-QMN14 4	SONIC PAQ F 0.00	71.98	0.00	185.00	2014	18,683.59 0.00	0.00	443.82
01/10/13	18/09/13 -273.46	2546-QMN13 14	CRUZE PAQUETE A 0.00	-42.45	0.00	0.00	2013	-27,345.84 -11.07	0.00	-326.98
01/10/13	18/09/13 84.72	2546-QMN13 14	CRUZE PAQUETE A 0.00	42.45	0.00	0.00	2013	8,471.84 11.07	0.00	138.24
03/10/13	31/08/13 -674.36	1457-QMN13 217	SUBURBAN PAQ B -1,348.72	0.00	0.00	0.00	2013	-67,435.88 0.00	0.00	-2,023.08
03/10/13	31/08/13 666.07	1457-QMN13 217	SUBURBAN PAQ B 1,332.15	0.00	0.00	0.00	2013	66,607.28 0.00	0.00	1,998.22
08/10/13	30/09/13 109.38	0143-QMN14 47	AVEO PAQUETE M 0.00	32.98	0.00	0.00	2014	10,937.86 0.00	0.00	142.36
08/10/13	23/09/13 -132.53	0178-QMN14 31	AVEO PAQUETE B 0.00	-54.03	0.00	-69.00	2014	-13,252.55 0.00	0.00	-255.56
08/10/13	23/09/13 139.43	0178-QMN14 31	AVEO PAQUETE B 0.00	54.03	0.00	69.00	2014	13,942.55 0.00	0.00	262.46
08/10/13	23/09/13 -119.20	0234-QMN14 15	SONIC PAQ A 0.00	-42.80	0.00	0.00	2014	-11,919.89 0.00	0.00	-162.00
08/10/13	23/09/13 126.10	0234-QMN14 15	SONIC PAQ A 0.00	42.80	0.00	0.00	2014	12,609.89 0.00	0.00	168.90

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 ENTRE 25/09/13 Y 29/10/13

ENTREGA	FACTURA	INVENTARIO	MODELO	AÑO	BASE PARA CALCULO					
SIN BONOS	COMISION	- BONO POR EDAD	- BONO	- GASTOS ADMON	COMISIONES SEGURO	POR F&I GARANTIA EXTENDIDA	ACCESORIOS	NOTA DE DESCUENTO	TOTAL	
08/10/13	27/09/13	0249-QMN14	SONIC PAQ F	2014	-18,683.59					
	-186.84	11	0.00	-71.98	0.00	-185.00	0.00	0.00	-443.82	
08/10/13	27/09/13	0249-QMN14	SONIC PAQ F	2014	19,373.59					
	193.74	11	0.00	71.98	0.00	185.00	0.00	0.00	450.72	
08/10/13	27/09/13	0251-QMN14	TRAX PAQUETE A	2014	10,217.05					
	102.17	11	0.00	56.19	0.00	99.00	0.00	0.00	257.36	
10/10/13	23/01/13	0402-QMN13	SONIC PAQ A	2013	-15,533.04					
	-155.33	294	-465.99	-56.69	0.00	-69.00	0.00	0.00	-747.01	
10/10/13	23/01/13	0402-QMN13	SONIC PAQ A	2013	10,371.04					
	103.71	294	311.13	56.69	0.00	69.00	0.00	0.00	540.53	
15/10/13	10/09/13	0128-QMN14	AVEO PAQUETE M	2014	-11,873.24					
	-118.73	35	0.00	-48.31	0.00	-110.00	0.00	0.00	-277.04	
15/10/13	10/09/13	0128-QMN14	AVEO PAQUETE M	2014	12,563.24					
	125.63	35	0.00	48.31	0.00	110.00	0.00	0.00	283.94	
15/10/13	05/10/13	0221-QMN14	TRAX PAQUETE A	2014	20,560.15					
	205.60	28	0.00	36.66	0.00	99.00	0.00	0.00	341.26	
15/10/13	30/09/13	0267-QMN14	PICKUP CHEYENNE CREW CAB C	2014	10,990.77					
	109.91	15	0.00	235.54	0.00	0.00	0.00	0.00	345.45	
15/10/13	02/10/13	2559-QMN13	CRUZE PAQUETE M	2013	12,150.26					
	121.50	20	0.00	58.72	0.00	0.00	0.00	0.00	180.22	
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	1,242.60		-171.43	703.19	0.00	552.00	62.79	0.00	2,389.15	
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	1,487.10		-285.55	703.19	44.00	552.00	71.24	0.00	2,571.98	
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	Objetivo	Real	Bono	Comision
Pruebas de Manejo	90	51	1,000.00	0.00
Bebacks	90	26	1,000.00	0.00
Entregas	58	25	2,500.00	0.00
Margen de utilidad	7.50	4.03	4,000.00	0.00
Porcentaje de Cierre 1	17.50	16.34	750.00	0.00
Porcentaje de Cierre 2	20.00	16.34	250.00	0.00
Share Financiera 1	50.00	40.00	1,000.00	0.00
Share Financiera 2	55.00	40.00	2,000.00	0.00
CAMARO Z-28 PIEL DE LUJO	1	0	2,000.00	0.00
TRAX	6	4	3,000.00	0.00
CAPTIVA	3	0	3,000.00	0.00
MALIBU	1	2	2,000.00	2,000.00
CRUZE	3	2	2,000.00	0.00
AVALANCHE	1	0	4,000.00	0.00
TAHOE	1	0	6,000.00	0.00
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	1	0	4,000.00	0.00
PICK UP CREW CAB	1	1	6,000.00	6,000.00
COLORADO	1	0	3,000.00	0.00
PICKUP CABINA EXTENDIDA	1	0	3,000.00	0.00
PICKUP CABINA SENCILLA	2	0	3,000.00	0.00
PICKUP 1500	4	1	3,000.00	0.00
Objetivo por Venta de Unidades	58	25	4,000.00	0.00
Objetivo por Toma de Unidades Seminuevas	6	2	4,000.00	0.00
Combinado Ventas, Entregas, Tomas, Share y Margen de Utilidad			12,000.00	0.00
Objetivo Venta de Garantia Extendida	135,000.00	55,200.00	3,000.00	0.00
Objetivo de Entregas Trimestral	143	104	4,000.00	0.00

TOTAL DE COMISIONES 10,571.98

Semanas	01/10/13	08/10/13	15/10/13	22/10/13	29/10/13	Total de Semanas
	1,936.76	3,130.97	5,504.25	0.00	0.00	10,571.98