

REPORTE DE COMISIONES PARA EL COACH: DINO GAYTAN SUAREZ
 ENTRE 30/10/13 Y 26/11/13

ENTREGA	FACTURA	INVENTARIO	MODELO		COMISIONES	POR F&I	AÑO	BASE PARA CALCULO		TOTAL
	COMISION	- BONO POR	EDAD -		SEGURO	GARANTIA		-	NOTA DE	
	SIN BONOS	EDAD	BONO	GASTOS		EXTENDIDA	ACCESORIOS		DESCUENTO	
				ADMON						

Total de Unidades Entregadas 4										

BAN BANCOS										
06/11/13	28/10/13	0138-QMU13	OPTRA				2009	-27,900.09		
	-418.50	71	0.00	0.00	0.00	0.00		0.00	0.00	-418.50
06/11/13	28/10/13	0138-QMU13	OPTRA				2009	28,727.12		
	430.91	71	0.00	0.00	0.00	0.00		0.00	0.00	430.91

	12.41		0.00	0.00	0.00	0.00		0.00	0.00	12.41

CONTA CONTADO										
31/10/13	19/10/13	0116-QMU13	CAPTIVA SPORT				2009	46,142.34		
	692.14	86	0.00	0.00	0.00	0.00		0.00	0.00	692.14
31/10/13	22/10/13	0153-QMU13	MATIZ PAQ. A				2013	17,441.38		
	261.62	42	0.00	0.00	0.00	0.00		0.00	0.00	261.62
31/10/13	30/10/13	0155-QMU13	SPARK PAQ B				2012	16,579.31		
	248.69	36	0.00	0.00	0.00	0.00		0.00	0.00	248.69
06/11/13	16/10/13	0035-QMU13	OPTRA				2010	-22,875.22		
	-343.13	237	0.00	0.00	0.00	0.00		0.00	0.00	-343.13
06/11/13	16/10/13	0035-QMU13	OPTRA				2010	23,225.22		
	348.38	237	0.00	0.00	0.00	0.00		0.00	0.00	348.38
06/11/13	17/10/13	0112-QMU13	GOL HB				2010	-8,706.84		
	-130.60	98	0.00	0.00	0.00	0.00		0.00	0.00	-130.60
06/11/13	17/10/13	0112-QMU13	GOL HB				2010	9,513.06		
	142.70	98	0.00	0.00	0.00	0.00		0.00	0.00	142.70
06/11/13	12/10/13	0122-QMU13	RAM 2500 SLT REG CAB 4X4				2007	-23,730.87		
	-355.96	89	0.00	0.00	0.00	0.00		0.00	0.00	-355.96
06/11/13	12/10/13	0122-QMU13	RAM 2500 SLT REG CAB 4X4				2007	24,080.87		
	361.21	89	0.00	0.00	0.00	0.00		0.00	0.00	361.21
06/11/13	17/10/13	0142-QMU13	TAHOE 4X2				2010	-14,225.92		
	-213.39	62	0.00	0.00	0.00	0.00		0.00	0.00	-213.39
06/11/13	17/10/13	0142-QMU13	TAHOE 4X2				2010	15,872.05		
	238.08	62	0.00	0.00	0.00	0.00		0.00	0.00	238.08
06/11/13	11/10/13	0166-QMU13	TORNADO PAQUETE M				2010	-17,747.38		
	-266.21	26	0.00	0.00	0.00	0.00		0.00	0.00	-266.21
06/11/13	11/10/13	0166-QMU13	TORNADO PAQUETE M				2010	21,157.50		
	317.36	26	0.00	0.00	0.00	0.00		0.00	0.00	317.36
06/11/13	25/10/13	0170-QMU13	COLORADO 4X4 CREW CAB				2010	-38,793.10		
	-581.90	20	0.00	0.00	0.00	0.00		0.00	0.00	-581.90
06/11/13	25/10/13	0170-QMU13	COLORADO 4X4 CREW CAB				2010	39,147.88		
	587.22	20	0.00	0.00	0.00	0.00		0.00	0.00	587.22

	1,306.21		0.00	0.00	0.00	0.00		0.00	0.00	1,306.21

SUBSI GMAC SUBSIDIADO										
31/10/13	29/10/13	0173-QMU13	MATIZ PAQ. A				2011	8,620.69		
	172.41	6	0.00	41.49	0.00	0.00		0.00	0.00	213.90
05/11/13	09/10/13	0125-QMU13	CAPTIVA SPORT				2009	-23,783.86		
	-475.68	84	0.00	-104.48	0.00	0.00		0.00	0.00	-580.16
05/11/13	09/10/13	0125-QMU13	CAPTIVA SPORT				2009	26,441.67		
	528.83	84	0.00	104.48	0.00	0.00		0.00	0.00	633.31
06/11/13	28/09/13	0098-QMU13	AVEO PAQUETE E				2011	-22,654.70		
	-453.09	112	0.00	-85.89	0.00	0.00		0.00	0.00	-538.98
06/11/13	28/09/13	0098-QMU13	AVEO PAQUETE E				2011	24,214.47		
	484.29	112	0.00	85.89	0.00	0.00		0.00	0.00	570.18
06/11/13	01/10/13	0104-QMU13	FORESTER XT				2009	-31,271.77		
	-625.44	100	0.00	-101.53	0.00	0.00		0.00	0.00	-726.97
06/11/13	01/10/13	0104-QMU13	FORESTER XT				2009	32,747.18		
	654.94	100	0.00	101.53	0.00	0.00		0.00	0.00	756.47
06/11/13	02/10/13	0113-QMU13	AVEO PAQ. M				2011	-15,138.96		
	-302.78	96	0.00	-54.96	0.00	0.00		-34.48	0.00	-392.22

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ENTREGA	FACTURA	INVENTARIO	MODELO	COMISIONES POR F&I			AÑO	BASE PARA CALCULO	TOTAL	
COMISION SIN BONOS	- BONO POR EDAD	- BONO	- GASTOS ADMON	SEGURO	GARANTIA EXTENDIDA	ACCESORIOS	NOTA DE DESCUENTO			
06/11/13	02/10/13	0113-QMU13	AVEO PAQ. M	0.00	54.96	0.00	0.00	2011	17,784.22	445.12
	355.68	96	0.00						34.48	
06/11/13	14/10/13	0115-QMU13	SPARK PAQ. B	0.00	-47.43	0.00	0.00	2013	-16,121.24	-369.85
	-322.42	93	0.00						0.00	
06/11/13	14/10/13	0115-QMU13	SPARK PAQ. B	0.00	47.43	0.00	0.00	2013	16,471.24	376.85
	329.42	93	0.00						0.00	
06/11/13	20/09/13	0135-QMU13	CHEVY 4 PUERTAS PAQUETE J	0.00	-58.26	0.00	0.00	2012	-16,850.22	-395.26
	-337.00	76	0.00						0.00	
06/11/13	20/09/13	0135-QMU13	CHEVY 4 PUERTAS PAQUETE J	0.00	58.26	0.00	0.00	2012	17,233.98	402.94
	344.68	76	0.00						0.00	
06/11/13	01/10/13	0139-QMU13	JOURNEY SE	0.00	-50.74	0.00	0.00	2009	-19,822.47	-447.19
	-396.45	69	0.00						0.00	
06/11/13	01/10/13	0139-QMU13	JOURNEY SE	0.00	50.74	0.00	0.00	2009	23,078.32	512.31
	461.57	69	0.00						0.00	
	418.96		0.00	41.49	0.00	0.00		0.00	0.00	460.45
	1,737.58		0.00	41.49	0.00	0.00		0.00	0.00	1,779.07

	Objetivo	Real	Bono	Comision
Pruebas de Manejo	24	1	500.00	0.00
Bebacks	24	3	500.00	0.00
Entregas	21	4	3,000.00	0.00
Margen de utilidad	9.00	11.05	1,000.00	1,000.00
Porcentaje de Cierre 1	17.50	14.81	1,000.00	0.00
Porcentaje de Cierre 2	20.00	14.81	500.00	0.00
Share Financiera 1	30.00	25.00	1,000.00	0.00
Share Financiera 2	35.00	25.00	500.00	0.00
Objetivo Dias Venta Seminuevos	60	5,177,721.49	2,000.00	0.00
Objetivo Dias Venta Seminuevos	45	3,883,291.12	2,000.00	0.00
Descuento por 1 Unidad con mas de 75 dias	0	8	1,000.00	Descuento -1,000.00
Descuento por 2 Unidades con mas de 75 dias	0	8	1,000.00	Descuento -1,000.00
Objetivo por Venta de Unidades	21	1	3,000.00	0.00
Objetivo por Toma de Unidades Seminuevas	6	3	1,000.00	0.00
Combinado Ventas, Entregas, Tomas, Share y Margen de Utilidad			11,000.00	0.00
Objetivo Venta de Garantia Extendida	0.00	0.00	0.00	0.00
Objetivo de Entregas Trimestral	66	44	6,000.00	0.00

TOTAL DE COMISIONES 779.07

Semanas	05/11/13	12/11/13	19/11/13	26/11/13	26/11/13	Total de Semanas
	469.50	309.57	0.00	0.00	0.00	779.07