

REPORTE DE COMISIONES PARA EL COACH: ARTURO CARRASCO TOVAR
 ENTRE 30/10/13 Y 26/11/13

| ENTREGA | FACTURA | INVENTARIO | MODELO | | | COMISIONES POR F&I | AÑO | BASE PARA CALCULO | | TOTAL |
|--|-----------------|------------|------------------------|----------------|-----------|--------------------|------------|---------------------|--|---------|
| COMISION SIN BONOS | - BONO POR EDAD | - BONO | - EDAD - BONO | - GASTOS ADMON | SEGURO | GARANTIA EXTENDIDA | ACCESORIOS | - NOTA DE DESCUENTO | | |
| ----- | | | | | | | | | | |
| Total de Unidades Entregadas 22 | | | | | | | | | | |
| BAN BANCOS | | | | | | | | | | |
| 31/10/13 | 29/10/13 | 2571-QMN13 | PICKUP SILVERADO | 1500 | CAB. REG. | PAQ. E | 2013 | -2,591.82 | | |
| -12.96 | 36 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | -12.96 |
| 31/10/13 | 29/10/13 | 2571-QMN13 | PICKUP SILVERADO | 1500 | CAB. REG. | PAQ. E | 2013 | 6,231.82 | | |
| 31.16 | 36 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 31.16 |
| ----- | | | | | | | | | | |
| 18.20 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 18.20 | | | | | | | | | | |
| CONTA CONTADO | | | | | | | | | | |
| 31/10/13 | 31/10/13 | 0117-QMN14 | AVEO PAQUETE J | | | | 2014 | 13,079.82 | | |
| 36.62 | 84 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 36.62 |
| 31/10/13 | 31/10/13 | 0186-QMN14 | AVEO PAQUETE B | | | | 2014 | 12,649.07 | | |
| 35.42 | 51 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 35.42 |
| 05/11/13 | 24/10/13 | 0316-QMN14 | AVEO PAQUETE B | | | | 2014 | 12,649.06 | | |
| 35.42 | 25 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 35.42 |
| 05/11/13 | 01/11/13 | 0426-QMN14 | PICKUP SILVERADO | 1500 | CAB. REG. | "G" | 2014 | 26,074.08 | | |
| 73.01 | 4 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 73.01 |
| 05/11/13 | 29/10/13 | 2370-QMN13 | AVEO PAQUETE J | | | | 2013 | 8,879.97 | | |
| 24.86 | 91 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 24.86 |
| 05/11/13 | 28/10/13 | 2578-QMN13 | AVEO PAQUETE B | | | | 2013 | 7,473.00 | | |
| 20.92 | 8 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 20.92 |
| 12/11/13 | 05/11/13 | 0017-QMN14 | AVEO PAQUETE E | | | | 2014 | 15,813.20 | | |
| 44.28 | 116 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 44.28 |
| 12/11/13 | 26/10/13 | 0262-QMN14 | SONIC PAQUETE D | | | | 2014 | 8,683.57 | | |
| 24.31 | 45 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 24.31 |
| 12/11/13 | 02/11/13 | 0278-QMN14 | CRUZE PAQUETE A | | | | 2014 | 15,336.56 | | |
| 42.94 | 42 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 42.94 |
| 12/11/13 | 05/11/13 | 0521-QMN14 | CAPTIVA PAQ D | | | | 2014 | 33,037.06 | | |
| 92.50 | 7 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 92.50 |
| 12/11/13 | 29/10/13 | 2457-QMN13 | TORNADO LINEA NUEVA B | | | | 2013 | 10,800.00 | | |
| 30.24 | 76 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 48.28 | 0.00 | | 78.52 |
| 12/11/13 | 06/11/13 | 2635-QMN13 | MALIBU 4 PTAS PAQ C LT | | | | 2013 | 0.00 | | |
| 0.00 | 6 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 |
| ----- | | | | | | | | | | |
| 460.52 0.00 0.00 0.00 0.00 0.00 0.00 48.28 0.00 508.80 | | | | | | | | | | |
| CREDI CREDITO | | | | | | | | | | |
| 31/10/13 | 16/10/12 | 1485-QMN12 | CAPTIVA PAQ D | | | | 2012 | -24,474.01 | | |
| -68.53 | 530 | -734.22 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | -802.75 |
| 31/10/13 | 16/10/12 | 1485-QMN12 | CAPTIVA PAQ D | | | | 2012 | 24,474.01 | | |
| 68.53 | 530 | 734.22 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 802.75 |
| ----- | | | | | | | | | | |
| 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 | | | | | | | | | | |
| SUBSI GMAC SUBSIDIADO | | | | | | | | | | |
| 31/10/13 | 24/10/13 | 2512-QMN13 | SPARK PAQ A | | | | 2013 | -6,592.81 | | |
| -65.93 | 61 | 0.00 | -36.94 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | -102.87 |
| 31/10/13 | 24/10/13 | 2512-QMN13 | SPARK PAQ A | | | | 2013 | 7,632.81 | | |
| 76.33 | 61 | 0.00 | 36.94 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 113.27 |
| 05/11/13 | 29/10/13 | 0323-QMN14 | CRUZE PAQUETE M | | | | 2014 | 16,431.68 | | |
| 164.32 | 25 | 0.00 | 76.55 | 0.00 | 78.00 | 0.00 | 0.00 | 0.00 | | 318.87 |
| 05/11/13 | 26/10/13 | 0377-QMN14 | TRAX PAQUETE C | | | | 2014 | 21,738.63 | | |
| 217.39 | 11 | 0.00 | 86.79 | 0.00 | 98.00 | 0.00 | 0.00 | 0.00 | | 402.18 |
| 05/11/13 | 28/10/13 | 2579-QMN13 | AVEO PAQUETE B | | | | 2013 | 7,645.12 | | |
| 76.45 | 8 | 0.00 | 73.91 | 0.00 | 55.00 | 0.00 | 0.00 | 0.00 | | 205.36 |
| 05/11/13 | 25/10/13 | 2585-QMN13 | AVEO PAQUETE B | | | | 2013 | 3,080.23 | | |
| 30.80 | 38 | 0.00 | 45.38 | 0.00 | 55.00 | 0.00 | 0.00 | 0.00 | | 131.18 |
| 12/11/13 | 31/10/13 | 0305-QMN14 | TRAX PAQUETE B | | | | 2014 | 8,916.79 | | |
| 89.17 | 21 | 0.00 | 66.97 | 0.00 | 230.00 | 0.00 | 0.00 | 0.00 | | 386.14 |
| 12/11/13 | 28/10/13 | 0352-QMN14 | MATIZ PAQ B | | | | 2014 | 6,382.54 | | |
| 63.83 | 27 | 0.00 | 42.87 | 0.00 | 98.00 | 0.00 | 0.00 | 0.00 | | 204.70 |

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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 | | | | |
| 12/11/13 | 29/10/13 | 0365-QMN14 | SONIC PAQ E AUTOMATICO | 0.00 | 60.18 | 0.00 | 108.00 | 2014 | 17,218.08 | 0.00 | 340.36 |
| 12/11/13 | 04/11/13 | 0438-QMN14 | MATIZ PAQ B | 0.00 | 35.70 | 0.00 | 70.00 | 2014 | 2,826.54 | 0.00 | 133.97 |
| 12/11/13 | 28/05/13 | 1585-QMN13 | SPARK PAQ. C | 257.79 | 0.00 | 0.00 | 0.00 | 2013 | 8,593.03 | 0.00 | 343.72 |
| 12/11/13 | 29/10/13 | 2570-QMN13 | PICKUP SILVERADO 1500 CAB. REG. PAQ. E | 0.00 | 74.59 | 0.00 | 0.00 | 2013 | 4,315.96 | 0.00 | 117.75 |
| | | | | 257.79 | 562.94 | 0.00 | 792.00 | 0.00 | 0.00 | | 2,594.63 |
| 1,460.62 | | | | 257.79 | 562.94 | 0.00 | 792.00 | 48.28 | 0.00 | | 3,121.63 |

| | Objetivo | Real | Bono | Comision |
|---|------------|---------------------|-----------|----------|
| Pruebas de Manejo | 90 | 9 | 1,000.00 | 0.00 |
| Bebacks | 90 | 10 | 1,000.00 | 0.00 |
| Entregas | 50 | 22 | 2,500.00 | 0.00 |
| Margen de utilidad | 7.50 | 6.22 | 4,000.00 | 0.00 |
| Porcentaje de Cierre 1 | 17.50 | 27.16 | 750.00 | 750.00 |
| Porcentaje de Cierre 2 | 20.00 | 27.16 | 250.00 | 250.00 |
| Share Financiera 1 | 50.00 | 45.45 | 1,000.00 | 0.00 |
| Share Financiera 2 | 55.00 | 45.45 | 2,000.00 | 0.00 |
| CAMARO Z-28 PIEL DE LUJO | 1 | 0 | 2,000.00 | 0.00 |
| TRAXX | 5 | 2 | 3,000.00 | 0.00 |
| CAPTIVA | 3 | 1 | 3,000.00 | 0.00 |
| MALIBU | 1 | 1 | 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 |
| SILVERADO 2500 | 1 | 0 | 3,000.00 | 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 | 0 | 6,000.00 | 0.00 |
| COLORADO | 1 | 0 | 3,000.00 | 0.00 |
| PICKUP CABINA EXTENDIDA | 1 | 0 | 3,000.00 | 0.00 |
| PICKUP CABINA SENCILLA | 1 | 0 | 3,000.00 | 0.00 |
| PICKUP 1500 | 2 | 2 | 3,000.00 | 3,000.00 |
| Objetivo por Venta de Unidades | 50 | 15 | 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 | 116,000.00 | 79,200.00 | 3,000.00 | 0.00 |
| Objetivo de Entregas Trimestral | 153 | 104 | 8,000.00 | 0.00 |
| | | TOTAL DE COMISIONES | | 9,121.63 |

| Semanas | 05/11/13 | 12/11/13 | 19/11/13 | 26/11/13 | 26/11/13 | Total de Semanas |
|---------|----------|----------|----------|----------|----------|------------------|
| | 2,312.44 | 6,465.47 | 343.72 | 0.00 | 0.00 | 9,121.63 |