

REPORTE DE COMISIONES PARA EL COACH: CESAR TABARES
 ENTRE 30/10/13 Y 26/11/13

| ENTREGA | FACTURA | INVENTARIO | MODELO | - | COMISIONES | POR F&I | AÑO | BASE PARA CALCULO | | TOTAL |
|---------------------------------|----------|-----------------|----------------------------|--------------|------------|--------------------|------------|-------------------|------|-----------|
| SIN BONOS | COMISION | - BONO POR EDAD | EDAD - BONO | GASTOS ADMON | SEGURO | GARANTIA EXTENDIDA | ACCESORIOS | NOTA DE DESCUENTO | | |
| Total de Unidades Entregadas 10 | | | | | | | | | | |
| CONTA CONTADO | | | | | | | | | | |
| 31/10/13 | 28/10/13 | 0146-QMN14 | SONIC PAQ A | 0.00 | 0.00 | 0.00 | 2014 | -9,890.48 | 0.00 | -27.69 |
| | -27.69 | 3 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | |
| 31/10/13 | 28/10/13 | 0146-QMN14 | SONIC PAQ A | 0.00 | 0.00 | 0.00 | 2014 | 10,580.48 | 0.00 | 29.63 |
| | 29.63 | 3 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | |
| 31/10/13 | 24/10/13 | 0313-QMN14 | TRAX PAQUETE B | 0.00 | 0.00 | 0.00 | 2014 | 18,846.99 | 0.00 | 52.77 |
| | 52.77 | 7 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | |
| 05/11/13 | 31/05/13 | 1603-QMN13 | SPARK PAQ B | 0.00 | 0.00 | 0.00 | 2013 | 0.00 | 0.00 | 0.00 |
| | 0.00 | 235 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | |
| 11/11/13 | 22/10/13 | 1987-QMN13 | AVEO NUEVA LINEA PAQUETE C | -113.66 | 0.00 | -21.97 | 2013 | -11,365.79 | 0.00 | -167.45 |
| | -31.82 | 150 | -113.66 | 0.00 | -21.97 | 0.00 | 0.00 | 0.00 | 0.00 | |
| 11/11/13 | 22/10/13 | 1987-QMN13 | AVEO NUEVA LINEA PAQUETE C | 59.95 | 0.00 | 21.97 | 2013 | 5,994.79 | 0.00 | 98.71 |
| | 16.79 | 150 | 59.95 | 0.00 | 21.97 | 0.00 | 0.00 | 0.00 | 0.00 | |
| 12/11/13 | 25/10/13 | 0412-QMN14 | AVEO PAQUETE B | 0.00 | 0.00 | 0.00 | 2014 | 13,339.06 | 0.00 | 37.35 |
| | 37.35 | 19 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | |
| 12/11/13 | 05/11/13 | 2632-QMN13 | TORNADO LINEA NUEVA B | 0.00 | 0.00 | 0.00 | 2013 | 11,489.99 | 0.00 | 32.17 |
| | 32.17 | 7 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | |
| | 109.20 | | -53.71 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 55.49 |
| SUBSI GMAC SUBSIDIADO | | | | | | | | | | |
| 31/10/13 | 22/10/13 | 0119-QMN14 | AVEO PAQUETE B | 0.00 | -44.89 | 0.00 | 2014 | -11,528.84 | 0.00 | -160.18 |
| | -115.29 | 83 | 0.00 | -44.89 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | |
| 31/10/13 | 22/10/13 | 0119-QMN14 | AVEO PAQUETE B | 0.00 | 44.89 | 0.00 | 2014 | 12,218.84 | 0.00 | 167.08 |
| | 122.19 | 83 | 0.00 | 44.89 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | |
| 31/10/13 | 25/10/13 | 0408-QMN14 | AVEO PAQUETE B | 0.00 | -60.47 | 0.00 | 2014 | -10,719.53 | 0.00 | -335.71 |
| | -107.20 | 7 | 0.00 | -60.47 | 0.00 | -168.04 | 0.00 | 0.00 | 0.00 | |
| 31/10/13 | 25/10/13 | 0408-QMN14 | AVEO PAQUETE B | 0.00 | 60.47 | 0.00 | 2014 | 11,409.53 | 0.00 | 342.61 |
| | 114.10 | 7 | 0.00 | 60.47 | 0.00 | 168.04 | 0.00 | 0.00 | 0.00 | |
| 04/11/13 | 09/10/13 | 1593-QMN13 | CAPTIVA PAQ A | -816.67 | -72.44 | 0.00 | 2013 | -40,833.49 | 0.00 | -1,539.44 |
| | -408.33 | 234 | -816.67 | -72.44 | 0.00 | -242.00 | 0.00 | 0.00 | 0.00 | |
| 04/11/13 | 09/10/13 | 1593-QMN13 | CAPTIVA PAQ A | 307.45 | 72.44 | 0.00 | 2013 | 15,372.49 | 0.00 | 775.61 |
| | 153.72 | 234 | 307.45 | 72.44 | 0.00 | 242.00 | 0.00 | 0.00 | 0.00 | |
| 05/11/13 | 28/10/13 | 2480-QMN13 | SPARK PAQ. C | 0.00 | 0.00 | 0.00 | 2013 | 10,079.16 | 0.00 | 100.79 |
| | 100.79 | 68 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | |
| 05/11/13 | 28/10/13 | 2480-QMN13 | SPARK PAQ. C | 0.00 | 0.00 | 0.00 | 2013 | -10,079.16 | 0.00 | -100.79 |
| | -100.79 | 68 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | |
| 05/11/13 | 28/10/13 | 2480-QMN13 | SPARK PAQ. C | 0.00 | 33.01 | 0.00 | 2013 | 10,079.16 | 0.00 | 215.80 |
| | 100.79 | 68 | 0.00 | 33.01 | 0.00 | 82.00 | 0.00 | 0.00 | 0.00 | |
| 12/11/13 | 31/10/13 | 0222-QMN14 | TRAX PAQUETE A | 0.00 | 29.03 | 0.00 | 2014 | 6,075.17 | 0.00 | 89.78 |
| | 60.75 | 56 | 0.00 | 29.03 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | |
| 12/11/13 | 23/10/13 | 1806-QMN13 | AVEO NUEVA LINEA PAQ D | 178.25 | 48.46 | 0.00 | 2013 | 8,912.46 | 0.00 | 385.83 |
| | 89.12 | 208 | 178.25 | 48.46 | 0.00 | 70.00 | 0.00 | 0.00 | 0.00 | |
| 12/11/13 | 23/10/13 | 2433-QMN13 | SPARK PAQ. C | 0.00 | 43.92 | 0.00 | 2013 | 10,769.16 | 0.00 | 271.61 |
| | 107.69 | 47 | 0.00 | 43.92 | 0.00 | 120.00 | 0.00 | 0.00 | 0.00 | |
| 12/11/13 | 24/10/13 | 2582-QMN13 | AVEO PAQUETE B | 0.00 | 51.32 | 0.00 | 2013 | 9,541.62 | 0.00 | 146.74 |
| | 95.42 | 45 | 0.00 | 51.32 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | |
| 12/11/13 | 21/10/13 | 2591-QMN13 | CRUZE PAQUETE M | 0.00 | 24.18 | 0.00 | 2013 | 7,306.30 | 0.00 | 97.24 |
| | 73.06 | 22 | 0.00 | 24.18 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | |
| | 286.02 | | -330.97 | 229.92 | 0.00 | 272.00 | 0.00 | 0.00 | 0.00 | 456.97 |
| | 395.22 | | -384.68 | 229.92 | 0.00 | 272.00 | 0.00 | 0.00 | 0.00 | 512.46 |

| | Objetivo | Real | Bono | Comision |
|--------------------|----------|------|----------|----------|
| Pruebas de Manejo | 90 | 20 | 1,000.00 | 0.00 |
| Bebacks | 90 | 11 | 1,000.00 | 0.00 |
| Entregas | 50 | 10 | 2,500.00 | 0.00 |
| Margen de utilidad | 7.50 | 3.09 | 4,000.00 | 0.00 |

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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 | | |
| Porcentaje de Cierre 1 | | | 17.50 | | 9.80 | 750.00 | | 0.00 | |
| Porcentaje de Cierre 2 | | | 20.00 | | 9.80 | 250.00 | | 0.00 | |
| Share Financiera 1 | | | 50.00 | | 60.00 | 1,000.00 | | 1,000.00 | |
| Share Financiera 2 | | | 55.00 | | 60.00 | 2,000.00 | | 2,000.00 | |
| CAMARO Z-28 PIEL DE LUJO | | | 1 | | 0 | 2,000.00 | | 0.00 | |
| TRAXX | | | 5 | | 2 | 3,000.00 | | 0.00 | |
| CAPTIVA | | | 3 | | 0 | 3,000.00 | | 0.00 | |
| MALIBU | | | 1 | | 0 | 2,000.00 | | 0.00 | |
| CRUZE | | | 3 | | 1 | 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 | | 0 | 3,000.00 | | 0.00 | |
| Objetivo por Venta de Unidades | | | 50 | | 18 | 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 | | 27,200.00 | 3,000.00 | | 0.00 | |
| Objetivo de Entregas Trimestral | | | 153 | | 84 | 8,000.00 | | 0.00 | |
| TOTAL DE COMISIONES | | | | | | | | 3,512.46 | |
| Semanas | 05/11/13 | 12/11/13 | 19/11/13 | 26/11/13 | 26/11/13 | Total de Semanas | | | |
| | 0.00 | 3,856.18 | 0.00 | 0.00 | 0.00 | | | 3,856.18 | |