QUERETARO MOTORS S.A. 20/11/13 13:56
PAGINA: 1

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

ENTREGA	FACTURA	INVENTARIO	MODELO					AÑO	BASE PARA CALCULO		
	COMISION SIN BONOS	- BONO POR EDAD - EDAD	BONO	- GASTOS ADMON	COMISIONES POR F&I SEGURO	GARANTIA EXTENDIDA	ACCESORIOS		- NOTA DE DESCUENTO		TOTAL
Total de Unidades Entregadas 16											
CONTA CONTADO											
31/10/13	28/10/13	0146-QMN14	SONIC PAQ A					2014	-9,890.48		
	-27.69	3	0.00	0.00	0.00	0.00	0.00		0.00		-27.69
31/10/13	28/10/13	0146-QMN14	SONIC PAQ A					2014	10,580.48		
	29.63	3	0.00	0.00	0.00	0.00	0.00		0.00		29.63
31/10/13	24/10/13	0313-QMN14	TRAX PAQUETE B					2014	18,846.99		
	52.77	7	0.00	0.00	0.00	0.00	0.00		0.00		52.77
05/11/13	31/05/13	1603-QMN13	SPARK PAQ B					2013	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					2013	-11,365.79		
	-31.82	150	-113.66	0.00	-21.97	0.00	0.00		0.00		-167.45
11/11/13	22/10/13	1987-QMN13	AVEO NUEVA LINEA PAQUETE C					2013	5,994.79		
	16.79	150	59.95	0.00	21.97	0.00	0.00		0.00		98.71
12/11/13	25/10/13	0412-QMN14	AVEO PAQUETE B					2014	13,339.06		
	37.35	19	0.00	0.00	0.00	0.00	0.00		0.00		37.35
12/11/13	05/11/13	2632-QMN13	TORNADO LINEA NUEVA B					2013	11,489.99		
	32.17	7	0.00	0.00	0.00	0.00	0.00		0.00		32.17
19/11/13	24/10/13	0313-QMN14	TRAX PAQUETE B					2014	-18,846.99		
	-52.77	26	0.00	0.00	0.00	0.00	0.00		0.00		-52.77
19/11/13	24/10/13	0313-QMN14	TRAX PAQUETE B					2014	5,312.51		
	14.88	26	0.00	0.00	0.00	0.00	0.00		0.00		14.88
19/11/13	23/10/13	0375-QMN14	MATIZ PAQ B					2014	8,097.47		
	22.67	29	0.00	0.00	0.00	0.00	0.00		0.00		22.67
19/11/13	15/11/13	0399-QMN14	AVEO PAQUETE J					2014	11,355.67		
	31.80	22	0.00	0.00	0.00	0.00	0.00		0.00		31.80
19/11/13	28/10/13	0424-QMN14	MATIZ PAQ A					2014	-2,427.36		
	-6.80	22	0.00	0.00	0.00	0.00	0.00		0.00		-6.80
19/11/13	28/10/13	0424-QMN14	MATIZ PAQ A					2014	4,427.36		
	12.40	22	0.00	0.00	0.00	0.00	0.00		0.00		12.40
	131.38		-53.71	0.00	0.00	0.00	0.00		0.00		77.67
SUBSI GMAC SUBSIDIADO											
31/10/13	22/10/13	0119-QMN14	AVEO PAQUETE B					2014	-11,528.84		
	-115.29	83	0.00	-44.89	0.00	0.00	0.00		0.00		-160.18
31/10/13	22/10/13	0119-QMN14	AVEO PAQUETE B					2014	12,218.84		
	122.19	83	0.00	44.89	0.00	0.00	0.00		0.00		167.08
31/10/13	25/10/13	0408-QMN14	AVEO PAQUETE B					2014	-10,719.53		
	-107.20	7	0.00	-60.47	0.00	-168.04	0.00		0.00		-335.71
31/10/13	25/10/13	0408-QMN14	AVEO PAQUETE B					2014	11,409.53		
	114.10	7	0.00	60.47	0.00	168.04	0.00		0.00		342.61
04/11/13	09/10/13	1593-QMN13	CAPTIVA PAQ A					2013	-40,833.49		
	-408.33	234	-816.67	-72.44	0.00	-242.00	0.00		0.00		-1,539.44
04/11/13	09/10/13	1593-QMN13	CAPTIVA PAQ A					2013	15,372.49		
	153.72	234	307.45	72.44	0.00	242.00	0.00		0.00		775.61
05/11/13	28/10/13	2480-QMN13	SPARK PAQ. C					2013	10,079.16		
	100.79	68	0.00	0.00	0.00	0.00	0.00		0.00		100.79
05/11/13	28/10/13	2480-QMN13	SPARK PAQ. C					2013	-10,079.16		
	-100.79	68	0.00	0.00	0.00	0.00	0.00		0.00		-100.79
05/11/13	28/10/13	2480-QMN13	SPARK PAQ. C					2013	10,079.16		
	100.79	68	0.00	33.01	0.00	82.00	0.00		0.00		215.80
12/11/13	31/10/13	0222-QMN14	TRAX PAQUETE A					2014	6,075.17		
	60.75	56	0.00	29.03	0.00	0.00	0.00		0.00		89.78
12/11/13	23/10/13	1806-QMN13	AVEO NUEVA LINEA PAQ D					2013	8,912.46		
	89.12	208	178.25	48.46	0.00	70.00	0.00		0.00		385.83
12/11/13	23/10/13	2433-QMN13	SPARK PAQ. C					2013	10,769.16		
	107.69	47	0.00	43.92	0.00	120.00	0.00		0.00		271.61
12/11/13	24/10/13	2582-QMN13	AVEO PAQUETE B					2013	9,541.62		
	95.42	45	0.00	51.32	0.00	0.00	0.00		0.00		146.74

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

ENTREGA	FACTURA	INVENTARIO	MODELO					AÑO	BASE PARA CALCULO		
	COMISION SIN BONOS	- BONO POR EDAD - EDAD	BONO	- GASTOS ADMON	COMISIONES POR F&I SEGURO	GARANTIA EXTENDIDA	ACCESORIOS		- NOTA DE DESCUENTO		TOTAL
12/11/13	21/10/13	2591-QMN13	CRUZE PAQUETE M					2013	7,306.30		
	73.06	22	0.00	24.18	0.00	0.00	0.00		0.00		97.24
19/11/13	06/11/13	0191-QMN14	AVEO PAQUETE B					2014	12,229.24		
	122.29	69	0.00	50.92	0.00	69.00	0.00		0.00		242.21
19/11/13	29/10/13	0330-QMN14	TRAX PAQUETE C					2014	26,698.69		
	266.99	38	0.00	110.36	0.00	200.00	0.00		0.00		577.35
19/11/13	08/11/13	0532-QMN14	PICKUP SILVERADO 1500 CAB. REG. "G"					2014	18,227.79		
	182.28	12	0.00	26.03	0.00	0.00	0.00		0.00		208.31
19/11/13	12/11/13	0572-QMN14	SPARK PAQ A					2014	5,402.62		
	54.03	7	0.00	42.62	0.00	54.99	0.00		0.00		151.64
19/11/13	22/10/13	2598-QMN13	CRUZE PAQUETE M					2013	-10,127.40		
	-101.27	29	0.00	-39.03	0.00	0.00	0.00		0.00		-140.30
19/11/13	22/10/13	2598-QMN13	CRUZE PAQUETE M					2013	12,127.40		
	121.27	29	0.00	39.03	0.00	0.00	0.00		0.00		160.30
	931.61		-330.97	459.85	0.00	595.99	0.00		0.00		1,656.48
	1,062.99		-384.68	459.85	0.00	595.99	0.00		0.00		1,734.15

	Objetivo	Real	Bono	Comision
Pruebas de Manejo	90	23	1,000.00	0.00
Bebacks	90	18	1,000.00	0.00
Entregas	50	16	2,500.00	0.00
Margen de utilidad	7.50	4.07	4,000.00	0.00
Porcentaje de Cierre 1	17.50	10.13	750.00	0.00
Porcentaje de Cierre 2	20.00	10.13	250.00	0.00
Share Financiera 1	50.00	62.50	1,000.00	1,000.00
Share Financiera 2	55.00	62.50	2,000.00	2,000.00
CAMARO Z-28 PIEL DE LUJO	1	0	2,000.00	0.00
TRAXX	5	3	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	1	3,000.00	0.00
Objetivo por Venta de Unidades	50	16	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	59,599.00	3,000.00	0.00
Objetivo de Entregas Trimestral	153	90	8,000.00	0.00
			TOTAL DE COMISIONES	4,734.15

Semanas	05/11/13	12/11/13	19/11/13	26/11/13	26/11/13	Total de Semanas
	0.00	3,856.18	877.97	0.00	0.00	4,734.15