

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						
16/11/13	28/09/13	0140-QMU13	CAPTIVA SPORT LT 6 CIL	0.00	0.00	0.00	2010	48,616.84	0.00	729.25
	729.25	78						0.00	0.00	
16/11/13	17/10/13	0142-QMU13	TAHOE 4X2	0.00	0.00	0.00	2010	-13,284.06	0.00	-199.26
	-199.26	72						0.00	0.00	
16/11/13	17/10/13	0142-QMU13	TAHOE 4X2	0.00	0.00	0.00	2010	-13,892.05	0.00	-208.38
	-208.38	72						0.00	0.00	
16/11/13	17/10/13	0142-QMU13	TAHOE 4X2	0.00	0.00	0.00	2010	13,892.05	0.00	208.38
	208.38	72						0.00	0.00	
16/11/13	17/10/13	0142-QMU13	TAHOE 4X2	0.00	0.00	0.00	2010	15,882.29	0.00	238.23
	238.23	72						0.00	0.00	
16/11/13	17/10/13	0142-QMU13	TAHOE 4X2	0.00	0.00	0.00	2010	-15,882.29	0.00	-238.23
	-238.23	72						0.00	0.00	
16/11/13	25/10/13	0164-QMU13	MAZDA 3 HATCH BACK	0.00	0.00	0.00	2008	-27,419.14	0.00	-411.29
	-411.29	37						0.00	0.00	
16/11/13	25/10/13	0164-QMU13	MAZDA 3 HATCH BACK	0.00	0.00	0.00	2008	27,419.14	0.00	411.29
	411.29	37						0.00	0.00	
16/11/13	25/10/13	0164-QMU13	MAZDA 3 HATCH BACK	0.00	0.00	0.00	2008	-27,419.14	0.00	-411.29
	-411.29	37						0.00	0.00	
16/11/13	25/10/13	0164-QMU13	MAZDA 3 HATCH BACK	0.00	0.00	0.00	2008	30,231.21	0.00	453.47
	453.47	37						0.00	0.00	
19/11/13	17/10/13	0142-QMU13	TAHOE 4X2	0.00	0.00	0.00	2010	15,274.30	0.00	229.11
	229.11	75						0.00	0.00	
	1,364.87		0.00	0.00	0.00	0.00		0.00	0.00	1,364.87
SUBSI GMAC SUBSIDIADO										
31/10/13	29/10/13	0173-QMU13	MATIZ PAQ. A	0.00	41.49	0.00	2011	8,620.69	0.00	213.90
	172.41	6						0.00	0.00	
05/11/13	09/10/13	0125-QMU13	CAPTIVA SPORT	0.00	-104.48	0.00	2009	-23,783.86	0.00	-580.16
	-475.68	84						0.00	0.00	
05/11/13	09/10/13	0125-QMU13	CAPTIVA SPORT	0.00	104.48	0.00	2009	26,441.67	0.00	633.31
	528.83	84						0.00	0.00	
06/11/13	28/09/13	0098-QMU13	AVEO PAQUETE E	0.00	-85.89	0.00	2011	-22,654.70	0.00	-538.98
	-453.09	112						0.00	0.00	
06/11/13	28/09/13	0098-QMU13	AVEO PAQUETE E	0.00	85.89	0.00	2011	24,214.47	0.00	570.18
	484.29	112						0.00	0.00	
06/11/13	01/10/13	0104-QMU13	FORESTER XT	0.00	-101.53	0.00	2009	-31,271.77	0.00	-726.97
	-625.44	100						0.00	0.00	
06/11/13	01/10/13	0104-QMU13	FORESTER XT	0.00	101.53	0.00	2009	32,747.18	0.00	756.47
	654.94	100						0.00	0.00	
06/11/13	02/10/13	0113-QMU13	AVEO PAQ. M	0.00	-54.96	0.00	2011	-15,138.96	0.00	-392.22
	-302.78	96						-34.48	0.00	
06/11/13	02/10/13	0113-QMU13	AVEO PAQ. M	0.00	54.96	0.00	2011	17,784.22	0.00	445.12
	355.68	96						34.48	0.00	
06/11/13	14/10/13	0115-QMU13	SPARK PAQ. B	0.00	-47.43	0.00	2013	-16,121.24	0.00	-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	2013	16,471.24	0.00	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	2012	-16,850.22	0.00	-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	2012	17,233.98	0.00	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	2009	-19,822.47	0.00	-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	2009	23,078.32	0.00	512.31
	461.57	69						0.00	0.00	
14/11/13	02/10/13	0113-QMU13	AVEO PAQ. M	0.00	-54.96	0.00	2011	-13,331.04	0.00	-356.06
	-266.62	104						-34.48	0.00	
14/11/13	02/10/13	0113-QMU13	AVEO PAQ. M	0.00	54.96	0.00	2011	17,116.30	0.00	431.77
	342.33	104						34.48	0.00	

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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			
16/11/13	25/09/13	0118-QMU13	GOL SEDAN	0.00	-52.48	0.00	0.00	2013	-18,608.58	0.00	-424.65
	-372.17	100							0.00		
16/11/13	25/09/13	0118-QMU13	GOL SEDAN	0.00	52.48	0.00	0.00	2013	18,608.58	0.00	424.65
	372.17	100							0.00		
16/11/13	25/09/13	0118-QMU13	GOL SEDAN	0.00	-52.48	0.00	0.00	2013	-18,608.58	0.00	-424.65
	-372.17	100							0.00		
16/11/13	25/09/13	0118-QMU13	GOL SEDAN	0.00	52.48	0.00	0.00	2013	19,660.93	0.00	445.70
	393.22	100							0.00		
16/11/13	29/10/13	0173-QMU13	MATIZ PAQ. A	0.00	-41.49	0.00	0.00	2011	-8,620.69	0.00	-213.90
	-172.41	22							0.00		
16/11/13	29/10/13	0173-QMU13	MATIZ PAQ. A	0.00	41.49	0.00	0.00	2011	8,620.69	0.00	213.90
	172.41	22							0.00		
16/11/13	29/10/13	0173-QMU13	MATIZ PAQ. A	0.00	-41.49	0.00	0.00	2011	-8,620.69	0.00	-213.90
	-172.41	22							0.00		
16/11/13	29/10/13	0173-QMU13	MATIZ PAQ. A	0.00	41.49	0.00	0.00	2011	8,889.41	0.00	219.28
	177.79	22							0.00		
19/11/13	07/11/13	0150-QMU13	OPTRA	0.00	52.74	0.00	0.00	2008	38,844.38	0.00	829.63
	776.89	67							0.00		
	1,297.99		0.00	94.23	0.00	0.00	0.00	0.00	0.00	1,392.22	
	3,136.49		0.00	94.23	0.00	0.00	0.00	0.00	0.00	3,230.72	

	Objetivo	Real	Bono	Comision
Pruebas de Manejo	24	18	500.00	0.00
Bebacks	24	13	500.00	0.00
Entregas	21	6	3,000.00	0.00
Margen de utilidad	9.00	9.75	1,000.00	1,000.00
Porcentaje de Cierre 1	17.50	7.50	1,000.00	0.00
Porcentaje de Cierre 2	20.00	7.50	500.00	0.00
Share Financiera 1	30.00	33.33	1,000.00	1,000.00
Share Financiera 2	35.00	33.33	500.00	0.00
Objetivo Dias Venta Seminuevos	60	4,080,578.63	7,729,381.03	2,000.00
Objetivo Dias Venta Seminuevos	45	3,060,433.97	7,729,381.03	2,000.00
Descuento por 1 Unidad con mas de 75 dias	0	10	1,000.00	Descuento -1,000.00
Descuento por 2 Unidades con mas de 75 dias	0	10	1,000.00	Descuento -1,000.00
Objetivo por Venta de Unidades	21	11	3,000.00	0.00
Objetivo por Toma de Unidades Seminuevas	6	9	1,000.00	1,000.00
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	46	6,000.00	0.00
			TOTAL DE COMISIONES	4,230.72

Semanas	05/11/13	12/11/13	19/11/13	26/11/13	26/11/13	Total de Semanas
	469.50	1,309.57	2,451.65	0.00	0.00	4,230.72