



REPORTE DE COMISIONES PARA EL COACH: DINO GAYTAN SUAREZ  
 ENTRE 27/11/13 Y 31/12/13

ENTREGA	FACTURA COMISION SIN BONOS	INVENTARIO - BONO POR EDAD	MODELO EDAD - BONO	- GASTOS ADMON	COMISIONES SEGURO	POR F&I GARANTIA EXTENDIDA	AÑO	BASE PARA CALCULO	NOTA DE DESCUENTO	TOTAL
14/12/13	30/08/13 639.50	0137-QMU13 113	SIERRA PAQ. C	0.00	0.00	0.00	2009	38,757.72	0.00	639.50
14/12/13	20/09/13 -191.99	0152-QMU13 87	AVEO 4 PTS BASICO	0.00	0.00	0.00	2010	-11,635.71	0.00	-191.99
14/12/13	20/09/13 255.69	0152-QMU13 87	AVEO 4 PTS BASICO	0.00	0.00	0.00	2010	15,496.24	0.00	255.69
14/12/13	26/11/13 -112.36	0156-QMU13 78	FIESTA NOTCH FIRST	0.00	0.00	0.00	2010	-6,809.68	0.00	-112.36
14/12/13	26/11/13 125.76	0156-QMU13 78	FIESTA NOTCH FIRST	0.00	0.00	0.00	2010	7,621.68	0.00	125.76
14/12/13	21/11/13 -479.23	0159-QMU13 73	SILVERADO CAB. REG. "W"	0.00	0.00	0.00	2008	-29,044.23	0.00	-479.23
14/12/13	21/11/13 752.13	0159-QMU13 73	SILVERADO CAB. REG. "W"	0.00	0.00	0.00	2008	45,583.83	0.00	752.13
14/12/13	26/11/13 -384.05	0197-QMU13 22	AVEO 4 PTS BASICO	0.00	0.00	0.00	2010	-23,275.86	0.00	-384.05
14/12/13	26/11/13 412.80	0197-QMU13 22	AVEO 4 PTS BASICO	0.00	0.00	0.00	2010	25,018.20	0.00	412.80
14/12/13	26/11/13 -170.69	0198-QMU13 18	AVALANCHE 4X4	0.00	0.00	0.00	2009	-10,344.83	0.00	-170.69
14/12/13	26/11/13 173.99	0198-QMU13 18	AVALANCHE 4X4	0.00	0.00	0.00	2009	10,544.83	0.00	173.99
20/12/13	12/10/13 -448.92	0122-QMU13 133	RAM 2500 SLT REG CAB 4X4	0.00	0.00	0.00	2007	-27,207.39	0.00	-448.92
20/12/13	12/10/13 458.82	0122-QMU13 133	RAM 2500 SLT REG CAB 4X4	0.00	0.00	0.00	2007	27,807.19	0.00	458.82
20/12/13	31/08/13 -609.54	0124-QMU13 129	CHEYENNE CREW CAB 4X2	0.00	0.00	0.00	2010	-36,942.01	0.00	-609.54
20/12/13	31/08/13 617.72	0124-QMU13 129	CHEYENNE CREW CAB 4X2	0.00	0.00	0.00	2010	37,437.47	0.00	617.72
20/12/13	30/11/13 -775.02	0158-QMU13 81	TORNADO	0.00	0.00	0.00	2007	-46,970.70	0.00	-775.02
20/12/13	30/11/13 1,229.97	0158-QMU13 81	TORNADO	0.00	0.00	0.00	2007	74,543.35	0.00	1,229.97
20/12/13	18/12/13 478.08	0172-QMU13 59	SWIFT	0.00	0.00	0.00	2010	28,974.72	0.00	478.08
23/12/13	18/12/13 0.00	0117-QMU13 137	JETTA MK VI	0.00	0.00	0.00	2012	0.00	0.00	0.00
23/12/13	18/12/13 0.00	0117-QMU13 137	JETTA MK VI	0.00	0.00	0.00	2012	0.00	0.00	0.00
23/12/13	23/12/13 298.71	0207-QMU13 6	LEON STYLANCE	0.00	0.00	0.00	2008	18,103.45	0.00	298.71
23/12/13	23/12/13 213.36	0211-QMU13 4	SPARK PAQ B	0.00	0.00	0.00	2013	12,931.03	0.00	213.36
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	4,050.15			0.00	0.00	0.00		0.00	0.00	4,050.15
CREDI CREDITO										
14/12/13	15/11/13 -256.03	0186-QMU13 31	CLASE C TIPO 200 CGI SPORT	0.00	0.00	0.00	2012	-15,517.24	0.00	-256.03
14/12/13	15/11/13 277.76	0186-QMU13 31	CLASE C TIPO 200 CGI SPORT	0.00	0.00	0.00	2012	16,833.82	0.00	277.76
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	21.73			0.00	0.00	0.00		0.00	0.00	21.73
SUBSI GMAC SUBSIDIADO										
03/12/13	28/11/13 446.09	0195-QMU13 11	SPARK PAQ A	0.00	44.23	0.00	2011	19,395.41	0.00	490.32
06/12/13	30/11/13 594.83	0190-QMU13 17	CAMRY SE	0.00	78.21	0.00	2012	25,862.07	0.00	673.04
10/12/13	06/12/13 547.11	0178-QMU13 35	L200 PICK UP DOBLE CAB 4X2	0.00	67.25	0.00	2012	23,787.22	0.00	614.36
14/12/13	14/11/13 -784.72	0132-QMU13 117	CR-V EX	0.00	-84.52	0.00	2008	-34,118.36	0.00	-869.24
14/12/13	14/11/13 829.34	0132-QMU13 117	CR-V EX	0.00	84.52	0.00	2008	36,058.43	0.00	913.86
14/12/13	07/11/13 -893.42	0150-QMU13 92	OPTRA	0.00	-52.74	0.00	2008	-38,844.38	0.00	-946.16
14/12/13	07/11/13 898.02	0150-QMU13 92	OPTRA	0.00	52.74	0.00	2008	39,044.38	0.00	950.76

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14/12/13	28/11/13 -446.09	0195-QMU13 22	SPARK PAQ A 0.00	-44.23	0.00	0.00	2011	-19,395.41	0.00	-490.32
14/12/13	28/11/13 450.69	0195-QMU13 22	SPARK PAQ A 0.00	44.23	0.00	0.00	2011	19,595.41	0.00	494.92
17/12/13	14/12/13 414.40	0179-QMU13 42	TORNADO PAQ. B 0.00	0.00	0.00	0.00	2013	18,017.38	0.00	414.40
17/12/13	14/12/13 -414.40	0179-QMU13 42	TORNADO PAQ. B 0.00	0.00	0.00	0.00	2013	-18,017.38	0.00	-414.40
17/12/13	14/12/13 414.40	0179-QMU13 42	TORNADO PAQ. B 0.00	90.45	0.00	0.00	2013	18,017.38	0.00	504.85
17/12/13	28/11/13 -450.69	0195-QMU13 25	SPARK PAQ A 0.00	-44.23	0.00	0.00	2011	-19,595.41	0.00	-494.92
17/12/13	28/11/13 382.09	0195-QMU13 25	SPARK PAQ A 0.00	44.23	0.00	0.00	2011	16,612.53	0.00	426.32
20/12/13	01/10/13 -753.19	0104-QMU13 144	FORESTER XT 0.00	-101.53	0.00	0.00	2009	-32,747.18	0.00	-854.72
20/12/13	01/10/13 889.75	0104-QMU13 144	FORESTER XT 0.00	101.53	0.00	0.00	2009	38,684.69	0.00	991.28
20/12/13	06/12/13 -547.11	0178-QMU13 45	L200 PICK UP DOBLE CAB 4X2 0.00	-67.25	0.00	0.00	2012	-23,787.22	0.00	-614.36
20/12/13	06/12/13 562.99	0178-QMU13 45	L200 PICK UP DOBLE CAB 4X2 0.00	67.25	0.00	0.00	2012	24,477.66	0.00	630.24
20/12/13	28/11/13 -382.09	0195-QMU13 28	SPARK PAQ A 0.00	-44.23	0.00	0.00	2011	-16,612.53	0.00	-426.32
20/12/13	28/11/13 409.56	0195-QMU13 28	SPARK PAQ A 0.00	44.23	0.00	0.00	2011	17,806.98	0.00	453.79
23/12/13	29/10/13 -204.46	0173-QMU13 59	MATIZ PAQ. A 0.00	-41.49	0.00	0.00	2011	-8,889.41	0.00	-245.95
23/12/13	29/10/13 233.44	0173-QMU13 59	MATIZ PAQ. A 0.00	41.49	0.00	0.00	2011	10,149.41	0.00	274.93
23/12/13	14/12/13 -414.40	0179-QMU13 48	TORNADO PAQ. B 0.00	-90.45	0.00	0.00	2013	-18,017.38	0.00	-504.85
23/12/13	14/12/13 328.65	0179-QMU13 48	TORNADO PAQ. B 0.00	90.45	0.00	0.00	2013	14,289.22	0.00	419.10
2,110.79			0.00	280.14	0.00	0.00		0.00	0.00	2,390.93

7,665.48	0.00	280.14	0.00	0.00	0.00	0.00	0.00	0.00	7,945.62
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	Objetivo	Real	Bono	Comision		
Pruebas de Manejo	24	9	500.00	0.00		
Bebacks	24	14	500.00	0.00		
Entregas	30	17	8,000.00	0.00		
Margen de utilidad	9.00	7.98	1,000.00	0.00		
Porcentaje de Cierre 1	17.50	23.94	1,000.00	1,000.00		
Porcentaje de Cierre 2	20.00	23.94	500.00	500.00		
Share Financiera 1	30.00	23.53	1,000.00	0.00		
Share Financiera 2	35.00	23.53	500.00	0.00		
Objetivo Dias Venta Seminuevos	60	4,616,054.18	8,059,460.24	2,000.00		
Objetivo Dias Venta Seminuevos	45	3,462,040.64	8,059,460.24	2,000.00		
Descuento por 1 Unidad con mas de 75 dias	0	16	1,000.00	Descuento -1,000.00		
Descuento por 2 Unidades con mas de 75 dias	0	16	1,000.00	Descuento -1,000.00		
Objetivo por Venta de Unidades	25	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			16,000.00	0.00		
Objetivo Venta de Garantia Extendida	0.00	0.00	0.00	0.00		
Objetivo de Entregas Trimestral	63	50	10,000.00	0.00		
TOTAL DE COMISIONES				8,445.62		
Semanas	03/12/13	10/12/13	17/12/13	24/12/13	31/12/13	Total de Semanas
	0.00	5,231.14	1,370.02	1,844.46	0.00	8,445.62