

REPORTE DE COMISIONES PARA EL COACH: CESAR TABARES
 ENTRE 01/01/14 Y 28/01/14

ENTREGA	FACTURA	INVENTARIO	MODELO		COMISIONES	POR F&I	AÑO	BASE PARA CALCULO		TOTAL
SIN BONOS	COMISION	- BONO POR EDAD	-	-	SEGURO	GARANTIA	ACCESORIOS	NOTA DE		
		EDAD	BONO	GASTOS		EXTENDIDA		DESCUENTO		
				ADMON						
Total de Unidades Entregadas 23										
BAN BANCOS										
28/01/14	23/01/14	0875-QMN14	TRAX PAQUETE A				2014	4,404.20		
	22.02	54	0.00	0.00	0.00	0.00	0.00	0.00		22.02
28/01/14	23/01/14	0875-QMN14	TRAX PAQUETE A				2014	-4,404.20		
	-22.02	54	0.00	0.00	0.00	0.00	0.00	0.00		-22.02
	0.00		0.00	0.00	0.00	0.00	0.00	0.00		0.00
CONTA CONTADO										
04/01/14	21/12/13	1038-QMN14	TRAX PAQUETE B				2014	-8,550.86		
	-23.94	14	0.00	0.00	0.00	0.00	0.00	0.00		-23.94
04/01/14	21/12/13	1038-QMN14	TRAX PAQUETE B				2014	5,751.86		
	16.11	14	0.00	0.00	0.00	0.00	0.00	0.00		16.11
07/01/14	06/01/14	1050-QMN14	AVEO PAQUETE B			20.76	2014	10,669.21		
	29.87	11	0.00	0.00	0.00	0.00	0.00	0.00		50.63
07/01/14	31/12/13	1141-QMN14	AVEO NUEVA LINEA PAQ D				2014	12,209.61		
	34.19	7	0.00	0.00	0.00	0.00	0.00	0.00		34.19
14/01/14	08/01/14	0628-QMN14	SPARK PAQ A				2014	4,669.59		
	13.07	54	0.00	0.00	0.00	0.00	0.00	0.00		13.07
14/01/14	30/12/13	0985-QMN14	AVEO NUEVA LINEA PAQUETE C				2014	-14,031.27		
	-39.29	29	0.00	0.00	0.00	0.00	0.00	0.00		-39.29
14/01/14	30/12/13	0985-QMN14	AVEO NUEVA LINEA PAQUETE C				2014	14,721.27		
	41.22	29	0.00	0.00	0.00	0.00	0.00	0.00		41.22
14/01/14	10/01/14	1116-QMN14	AVEO PAQUETE M				2014	6,962.32		
	19.49	14	0.00	0.00	0.00	0.00	0.00	0.00		19.49
14/01/14	31/12/13	1141-QMN14	AVEO NUEVA LINEA PAQ D				2014	-12,209.61		
	-34.19	14	0.00	0.00	0.00	0.00	0.00	0.00		-34.19
14/01/14	31/12/13	1141-QMN14	AVEO NUEVA LINEA PAQ D				2014	12,899.61		
	36.12	14	0.00	0.00	0.00	0.00	0.00	0.00		36.12
14/01/14	07/01/14	1149-QMN14	AVEO PAQUETE J				2014	9,893.34		
	27.70	7	0.00	0.00	0.00	0.00	0.00	0.00		27.70
14/01/14	08/01/14	1155-QMN14	SONIC PAQUETE D				2014	12,062.68		
	33.78	7	0.00	0.00	0.00	0.00	0.00	0.00		33.78
14/01/14	10/01/14	1175-QMN14	AVEO PAQUETE M				2014	6,445.07		
	18.05	5	0.00	0.00	0.00	0.00	1.40	0.00		19.45
20/01/14	16/12/13	0481-QMN14	SONIC PAQ F				2014	-10,623.24		
	-29.75	81	0.00	0.00	0.00	0.00	0.00	0.00		-29.75
20/01/14	16/12/13	0481-QMN14	SONIC PAQ F				2014	10,623.24		
	29.75	81	0.00	0.00	0.00	0.00	0.00	0.00		29.75
20/01/14	20/12/13	0966-QMN14	AVEO NUEVA LINEA PAQ D				2014	-12,212.31		
	-34.19	38	0.00	0.00	0.00	0.00	0.00	0.00		-34.19
20/01/14	16/12/13	2633-QMN13	PICKUP SILVERADO 1500 CAB. REG. PAQ. E				2013	-4,315.97		
	-12.08	76	0.00	0.00	0.00	0.00	0.00	0.00		-12.08
21/01/14	16/12/13	0481-QMN14	SONIC PAQ F				2014	-10,623.24		
	-29.75	82	0.00	0.00	0.00	0.00	0.00	0.00		-29.75
21/01/14	17/01/14	0917-QMN14	SPARK PAQ. C				2014	13,552.86		
	37.95	41	0.00	0.00	0.00	0.00	0.00	0.00		37.95
21/01/14	20/01/14	1009-QMN14	SPARK PAQ A				2014	8,979.93		
	25.14	34	0.00	0.00	0.00	0.00	0.00	0.00		25.14
21/01/14	10/01/14	1190-QMN14	SONIC PAQ F				2014	3,275.78		
	9.17	11	0.00	0.00	0.00	0.00	0.00	0.00		9.17
21/01/14	11/01/14	1205-QMN14	AVEO PAQUETE E				2014	12,281.31		
	34.39	10	0.00	0.00	0.00	0.00	0.00	0.00		34.39
22/01/14	16/12/13	0481-QMN14	SONIC PAQ F				2014	10,623.24		
	29.75	83	0.00	0.00	0.00	0.00	0.00	0.00		29.75
22/01/14	11/01/14	1205-QMN14	AVEO PAQUETE E				2014	-12,281.31		
	-34.39	11	0.00	0.00	0.00	0.00	0.00	0.00		-34.39
22/01/14	11/01/14	1205-QMN14	AVEO PAQUETE E				2014	16,160.31		
	45.25	11	0.00	0.00	0.00	0.00	0.00	0.00		45.25
22/01/14	11/01/14	1205-QMN14	AVEO PAQUETE E				2014	-16,160.31		
	-45.25	11	0.00	0.00	0.00	0.00	0.00	0.00		-45.25
27/01/14	11/01/14	1205-QMN14	AVEO PAQUETE E				2014	14,436.17		
	40.42	16	0.00	0.00	0.00	0.00	0.00	0.00		40.42
28/01/14	09/01/14	1163-QMN14	EXPRESS CARGO VAN PAQ. B				2014	7,713.81		
	21.60	19	0.00	0.00	0.00	0.00	0.00	0.00		21.60
28/01/14	09/01/14	1167-QMN14	EXPRESS CARGO VAN PAQ. B				2014	7,713.81		
	21.60	19	0.00	0.00	0.00	0.00	0.00	0.00		21.60

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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
28/01/14	09/01/14 -21.60	1167-QMN14 19	EXPRESS CARGO VAN 0.00	PAQ. B 0.00	0.00	0.00	2014	-7,713.81	0.00	-21.60
28/01/14	23/01/14 23.01	1301-QMN14 8	AVEO PAQUETE J 0.00	0.00	0.00	0.00	2014	8,218.36	0.00	23.01
28/01/14	23/01/14 -23.01	1301-QMN14 8	AVEO PAQUETE J 0.00	0.00	0.00	0.00	2014	-8,218.36	0.00	-23.01
	260.19		0.00	0.00	20.76	0.00	1.40	0.00		282.35
CREDI CREDITO										
07/01/14	30/12/13 -30.44	0549-QMN14 56	SPARK PAQ. C 0.00	0.00	0.00	0.00	2014	-10,871.07	0.00	-30.44
14/01/14	30/12/13 30.44	0549-QMN14 63	SPARK PAQ. C 0.00	0.00	21.93	0.00	2014	10,871.07	0.00	52.37
	0.00		0.00	0.00	21.93	0.00	0.00	0.00		21.93
SUBSI GMAC SUBSIDIADO										
07/01/14	26/12/13 110.71	0672-QMN14 47	AVEO PAQUETE J 0.00	41.82	0.00	82.47	2014	11,070.74	0.00	235.00
07/01/14	26/12/13 81.21	1048-QMN14 12	SONIC PAQ F 0.00	68.24	0.00	82.47	2014	8,120.75	0.00	231.92
14/01/14	26/12/13 -110.71	0672-QMN14 54	AVEO PAQUETE J 0.00	-41.82	0.00	-82.47	2014	-11,070.74	0.00	-235.00
14/01/14	26/12/13 117.61	0672-QMN14 54	AVEO PAQUETE J 0.00	41.82	0.00	82.47	2014	11,760.74	0.00	241.90
14/01/14	26/12/13 18.61	0964-QMN14 32	AVEO PAQUETE B 0.00	42.65	0.00	0.00	2014	1,861.16	0.00	61.26
14/01/14	31/12/13 167.04	1014-QMN14 27	SONIC PAQUETE D 0.00	57.57	0.00	134.76	2014	16,704.06	0.00	359.37
14/01/14	26/12/13 -81.21	1048-QMN14 19	SONIC PAQ F 0.00	-68.24	0.00	-82.47	2014	-8,120.75	0.00	-231.92
14/01/14	26/12/13 88.11	1048-QMN14 19	SONIC PAQ F 0.00	68.24	0.00	82.47	2014	8,810.75	0.00	238.82
14/01/14	31/12/13 96.39	1115-QMN14 14	AVEO PAQUETE E 0.00	44.78	0.00	0.00	2014	9,638.82	0.00	141.17
14/01/14	30/05/13 -151.49	1598-QMN13 305	TORNADO NUEVA VERSION -454.47	PAQ A -46.67	0.00	-120.00	2013	-15,149.10	0.00	-772.63
14/01/14	30/05/13 108.39	1598-QMN13 305	TORNADO NUEVA VERSION 325.16	PAQ A 46.67	0.00	120.00	2013	10,838.76	0.00	600.22
20/01/14	07/12/13 -135.65	2659-QMN13 44	CRUZE PAQUETE M 0.00	-25.82	0.00	-80.00	2013	-13,565.10	0.00	-241.47
21/01/14	30/12/13 0.00	1022-QMN14 33	SONIC PAQUETE D 0.00	44.50	0.00	0.00	2014	0.00	0.00	44.50
21/01/14	10/01/14 29.49	1189-QMN14 11	AVEO PAQUETE J 0.00	29.00	0.00	0.00	2014	2,949.22	0.00	58.49
21/01/14	10/01/14 1.08	1191-QMN14 11	AVEO PAQUETE M 0.00	25.10	0.00	0.00	2014	107.88	0.00	26.18
21/01/14	11/01/14 94.01	1200-QMN14 10	TRAX PAQUETE C 0.00	64.94	0.00	0.00	2014	9,401.03	0.00	158.95
22/01/14	30/12/13 0.00	1022-QMN14 34	SONIC PAQUETE D 0.00	-44.50	0.00	0.00	2014	0.00	0.00	-44.50
22/01/14	11/01/14 -94.01	1200-QMN14 11	TRAX PAQUETE C 0.00	-64.94	0.00	0.00	2014	-9,401.03	0.00	-158.95
22/01/14	07/12/13 47.91	2659-QMN13 46	CRUZE PAQUETE M 0.00	25.82	0.00	80.00	2013	4,790.70	0.00	153.73
24/01/14	30/12/13 50.16	1022-QMN14 36	SONIC PAQUETE D 0.00	54.22	0.00	82.47	2014	5,015.62	0.00	186.85
24/01/14	11/01/14 193.01	1200-QMN14 13	TRAX PAQUETE C 0.00	76.70	0.00	99.00	2014	19,301.03	0.00	368.71
27/01/14	11/01/14 24.66	0867-QMN14 54	MATIZ PAQ B 0.00	22.47	0.00	69.00	2014	2,466.07	0.00	116.13
27/01/14	11/01/14 -24.66	0867-QMN14 54	MATIZ PAQ B 0.00	-22.47	0.00	-69.00	2014	-2,466.07	0.00	-116.13
27/01/14	11/01/14 63.45	0867-QMN14 54	MATIZ PAQ B 0.00	22.47	0.00	69.00	2014	6,345.07	0.00	154.92
27/01/14	10/01/14 79.58	1192-QMN14 17	TRAX PAQUETE B 0.00	26.59	0.00	0.00	2014	7,958.42	0.00	106.17
28/01/14	27/12/13 153.99	0016-QMN14 193	AVEO NUEVA LINEA 307.99	PAQ D 24.54	0.00	0.00	2014	15,399.30	0.00	486.52

REPORTE DE COMISIONES PARA EL COACH: CESAR TABARES
 ENTRE 01/01/14 Y 28/01/14

ENTREGA	FACTURA	INVENTARIO	MODELO	-	COMISIONES	POR F&I	AÑO	BASE PARA CALCULO	-	TOTAL
SIN BONOS	COMISION	- BONO POR EDAD -	EDAD	BONO	SEGURO	GARANTIA	ACCESORIOS	NOTA DE	DESCUENTO	
		EDAD	BONO	ADMN	EXTENDIDA	EXTENDIDA				
28/01/14	21/01/14	1302-QMN14	SONIC PAQUETE D				2014	12,565.78		
	125.66	7	0.00	17.20	0.00	129.00		0.00	0.00	271.86
	1,053.34		178.68	530.88	0.00	679.17		0.00	0.00	2,442.07
	1,313.53		178.68	530.88	42.69	679.17		1.40	0.00	2,746.35

	Objetivo	Real	Bono	Comision		
Pruebas de Manejo	90	12	1,000.00	0.00		
Bebacks	90	12	1,000.00	0.00		
Entregas	40	23	2,500.00	0.00		
Margen de utilidad	7.50	5.14	4,000.00	0.00		
Porcentaje de Cierre 1	17.50	16.31	750.00	0.00		
Porcentaje de Cierre 2	20.00	16.31	250.00	0.00		
Share Financiera 1	50.00	56.52	1,000.00	1,000.00		
Share Financiera 2	55.00	56.52	2,000.00	2,000.00		
CAMARO Z-28 PIEL DE LUJO	1	0	2,000.00	0.00		
TRAXX	5	2	2,000.00	0.00		
CAPTIVA	2	0	2,000.00	0.00		
MALIBU	1	0	2,000.00	0.00		
CRUZE	2	0	1,000.00	0.00		
AVALANCHE	1	0	3,000.00	0.00		
TAHOE	1	0	6,000.00	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	1	3,000.00	3,000.00		
TRAVERSE	1	0	4,000.00	0.00		
PICK UP CREW CAB	1	0	6,000.00	0.00		
PICKUP CABINA EXTENDIDA	1	0	3,000.00	0.00		
PICKUP CABINA SENCILLA	2	0	3,000.00	0.00		
PICKUP 1500	2	-1	3,000.00	0.00		
Objetivo por Venta de Unidades	40	20	4,000.00	0.00		
Objetivo por Toma de Unidades Seminuevas	0	3	4,000.00	4,000.00		
Combinado Ventas, Entregas, Tomas, Share y Margen de Utilidad			12,000.00	0.00		
Objetivo Venta de Garantia Extendida	104,250.00	67,917.00	3,000.00	0.00		
Objetivo de Entregas Trimestral	158	111	8,000.00	0.00		
		TOTAL DE COMISIONES		12,746.35		
Semanas	07/01/14	14/01/14	21/01/14	28/01/14	28/01/14	Total de Semanas
	3,513.47	0.00	0.00	9,232.88	0.00	12,746.35