

REPORTE DE COMISIONES PARA EL COACH: DINO GAYTAN SUAREZ
 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 | GASTOS | GARANTIA | ACCESORIOS | NOTA DE | | |
| | | EDAD | BONO | ADMON | | ADMON | EXTENDIDA | | DESCUENTO | | |
| Total de Unidades Entregadas 11 | | | | | | | | | | | |
| BAN BANCOS | | | | | | | | | | | |
| 07/01/14 | 14/12/13 | 0203-QMU13 | OPTRA | | | | | 2009 | -11,206.90 | | |
| | -179.31 | 28 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | -179.31 |
| 07/01/14 | 14/12/13 | 0203-QMU13 | OPTRA | | | | | 2009 | 10,377.94 | | |
| | 166.05 | 28 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 166.05 |
| 15/01/14 | 14/12/13 | 0203-QMU13 | OPTRA | | | | | 2009 | -10,377.94 | | |
| | -166.05 | 36 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | -166.05 |
| 15/01/14 | 14/12/13 | 0203-QMU13 | OPTRA | | | | | 2009 | 10,727.94 | | |
| | 171.65 | 36 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 171.65 |
| 24/01/14 | 18/01/14 | 0007-QMU14 | SPARK PAQ. C | | | | | 2011 | 29,432.58 | | |
| | 470.92 | 6 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 470.92 |
| 28/01/14 | 23/01/14 | 0224-QMU13 | JETTA VERSION MK VI STYLE | | | | | 2011 | 26,131.04 | | |
| | 418.10 | 28 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 418.10 |
| | 881.36 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 881.36 |
| CONTA CONTADO | | | | | | | | | | | |
| 08/01/14 | 27/12/13 | 0177-QMU13 | CAMRY XLE V6 AT6 | | | | | 2011 | -26,548.07 | | |
| | -424.77 | 65 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | -424.77 |
| 08/01/14 | 27/12/13 | 0177-QMU13 | CAMRY XLE V6 AT6 | | | | | 2011 | 27,268.07 | | |
| | 436.29 | 65 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 436.29 |
| 08/01/14 | 30/12/13 | 0194-QMU13 | CAPTIVA PAQ D | | | | | 2012 | -24,266.74 | | |
| | -388.27 | 47 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | -388.27 |
| 08/01/14 | 30/12/13 | 0194-QMU13 | CAPTIVA PAQ D | | | | | 2012 | 24,536.74 | | |
| | 392.59 | 47 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 392.59 |
| 13/01/14 | 09/01/14 | 0176-QMU13 | SUBURBAN PAQ B | | | | | 2012 | 45,057.78 | | |
| | 720.92 | 72 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 720.92 |
| 15/01/14 | 18/12/13 | 0172-QMU13 | SWIFT | | | | | 2010 | -29,174.72 | | |
| | -466.80 | 85 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | -466.80 |
| 15/01/14 | 18/12/13 | 0172-QMU13 | SWIFT | | | | | 2010 | 30,819.54 | | |
| | 493.11 | 85 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 493.11 |
| 15/01/14 | 27/12/13 | 0177-QMU13 | CAMRY XLE V6 AT6 | | | | | 2011 | -27,268.07 | | |
| | -436.29 | 72 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | -436.29 |
| 15/01/14 | 27/12/13 | 0177-QMU13 | CAMRY XLE V6 AT6 | | | | | 2011 | 28,122.34 | | |
| | 449.96 | 72 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 449.96 |
| 15/01/14 | 27/12/13 | 0184-QMU13 | ATOS BASICO A/A | | | | | 2006 | -22,442.86 | | |
| | -359.09 | 74 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | -359.09 |
| 15/01/14 | 27/12/13 | 0184-QMU13 | ATOS BASICO A/A | | | | | 2006 | 23,391.53 | | |
| | 374.26 | 74 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 374.26 |
| 15/01/14 | 27/12/13 | 0200-QMU13 | CX7 IGT AM 12 | | | | | 2012 | -17,241.38 | | |
| | -275.86 | 46 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | -275.86 |
| 15/01/14 | 27/12/13 | 0200-QMU13 | CX7 IGT AM 12 | | | | | 2012 | 18,850.97 | | |
| | 301.62 | 46 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 301.62 |
| 15/01/14 | 12/12/13 | 0204-QMU13 | OPTRA 4 PTAS. | | | | | 2007 | -15,406.16 | | |
| | -246.50 | 34 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | -246.50 |
| 15/01/14 | 12/12/13 | 0204-QMU13 | OPTRA 4 PTAS. | | | | | 2007 | 16,526.68 | | |
| | 264.43 | 34 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 264.43 |
| 15/01/14 | 27/12/13 | 0211-QMU13 | SPARK PAQ B | | | | | 2013 | -13,131.03 | | |
| | -210.10 | 27 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | -210.10 |
| 15/01/14 | 27/12/13 | 0211-QMU13 | SPARK PAQ B | | | | | 2013 | 14,253.09 | | |
| | 228.05 | 27 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 228.05 |
| 20/01/14 | 16/12/13 | 0165-QMU13 | TAHOE 4X2 | | | | | 2010 | -34,510.34 | | |
| | -552.17 | 102 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | -552.17 |
| 20/01/14 | 20/12/13 | 0169-QMU13 | CAMRY XLE V6 AT5 Q/C | | | | | 2007 | -35,433.97 | | |
| | -566.94 | 96 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | -566.94 |
| 20/01/14 | 31/12/13 | 0214-QMU13 | SONIC PAQUETE D | | | | | 2012 | -30,172.41 | | |
| | -482.76 | 30 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | -482.76 |
| 21/01/14 | 18/12/13 | 0172-QMU13 | SWIFT | | | | | 2010 | -30,819.54 | | |
| | -493.11 | 91 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | -493.11 |
| 21/01/14 | 18/12/13 | 0172-QMU13 | SWIFT | | | | | 2010 | 30,819.54 | | |
| | 493.11 | 91 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 32.33 | 0.00 | | 525.44 |
| 22/01/14 | 18/01/14 | 0001-QMU14 | JETTA TURBO STD 4 PTAS | | | | | 2009 | 9,932.76 | | |
| | 158.92 | 16 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 158.92 |
| 22/01/14 | 15/01/14 | 0004-QMU14 | PLATINA 4 PUERTAS K T/M | | | | | 2002 | 4,310.34 | | |
| | 68.97 | 7 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 68.97 |
| 22/01/14 | 18/01/14 | 0005-QMU14 | ALTIMA SL HIGH 2.5 CVT | | | | | 2009 | 6,034.48 | | |
| | 96.55 | 6 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 96.55 |

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 ENTRE 01/01/14 Y 28/01/14

| ENTREGA | FACTURA | INVENTARIO | MODELO | AÑO | BASE PARA CALCULO | | | | | |
|-----------------------|----------|-----------------|--------------------|--------------------|-------------------|-------------------|----------|--|--|----------|
| SIN BONOS | COMISION | - BONO POR EDAD | - BONO | COMISIONES POR F&I | ACCESORIOS | NOTA DE DESCUENTO | TOTAL | | | |
| | | EDAD | COMISIONES POR F&I | SEGURO | EXTENDIDA | | | | | |
| 22/01/14 | 21/01/14 | 0221-QMU13 | MERIVA COMFORT | 2007 | 6,034.48 | 0.00 | 96.55 | | | |
| | 96.55 | 22 | 0.00 | 0.00 | 0.00 | 0.00 | | | | |
| 27/01/14 | 23/01/14 | 0226-QMU13 | SUBURBAN PAQ B | 2011 | 66,545.18 | 0.00 | 1,064.72 | | | |
| | 1,064.72 | 27 | 0.00 | 0.00 | 0.00 | 0.00 | | | | |
| 28/01/14 | 31/12/13 | 0214-QMU13 | SONIC PAQUETE D | 2012 | 30,172.41 | 0.00 | 482.76 | | | |
| | 482.76 | 38 | 0.00 | 0.00 | 0.00 | 0.00 | | | | |
| 28/01/14 | 21/01/14 | 0217-QMU13 | 301 ALLURE | 2014 | 25,862.07 | 0.00 | 413.79 | | | |
| | 413.79 | 32 | 0.00 | 0.00 | 0.00 | 0.00 | | | | |
| 28/01/14 | 22/01/14 | 0218-QMU13 | CHEVY H 4 PTAS | 2012 | 16,579.31 | 0.00 | 265.27 | | | |
| | 265.27 | 32 | 0.00 | 0.00 | 0.00 | 0.00 | | | | |
| | 1,899.21 | | 0.00 | 0.00 | 0.00 | 0.00 | | | | 1,931.54 |
| CREDI CREDITO | | | | | | | | | | |
| 21/01/14 | 15/01/14 | 0167-QMU13 | A3 AMBIENTE 1.8T | 2008 | 22,921.72 | 0.00 | 366.75 | | | |
| | 366.75 | 97 | 0.00 | 0.00 | 0.00 | 0.00 | | | | |
| | 366.75 | | 0.00 | 0.00 | 0.00 | 0.00 | | | | 366.75 |
| SUBSI GMAC SUBSIDIADO | | | | | | | | | | |
| 14/01/14 | 10/01/14 | 0187-QMU13 | LEGACY 2.5I SPORT | 2010 | 26,062.07 | 0.00 | 573.37 | | | |
| | 573.37 | 62 | 0.00 | 78.96 | 0.00 | 0.00 | | | | |
| 15/01/14 | 06/01/14 | 0119-QMU13 | GOL SEDAN | 2013 | 8,826.79 | 0.00 | 194.19 | | | |
| | 194.19 | 160 | 0.00 | 35.89 | 0.00 | 0.00 | | | | |
| 15/01/14 | 06/01/14 | 0119-QMU13 | GOL SEDAN | 2013 | -8,826.79 | 0.00 | -194.19 | | | |
| | -194.19 | 160 | 0.00 | -35.89 | 0.00 | 0.00 | | | | |
| 15/01/14 | 06/01/14 | 0119-QMU13 | GOL SEDAN | 2013 | 9,260.08 | 0.00 | 203.72 | | | |
| | 203.72 | 160 | 0.00 | 35.89 | 0.00 | 0.00 | | | | |
| 15/01/14 | 14/12/13 | 0179-QMU13 | TORNADO PAQ. B | 2013 | -14,289.22 | 0.00 | -314.36 | | | |
| | -314.36 | 71 | 0.00 | -90.45 | 0.00 | 0.00 | | | | |
| 15/01/14 | 14/12/13 | 0179-QMU13 | TORNADO PAQ. B | 2013 | 15,094.16 | 0.00 | 332.07 | | | |
| | 332.07 | 71 | 0.00 | 90.45 | 0.00 | 0.00 | | | | |
| 20/01/14 | 10/01/14 | 0187-QMU13 | LEGACY 2.5I SPORT | 2010 | -26,062.07 | 0.00 | -573.37 | | | |
| | -573.37 | 68 | 0.00 | -78.96 | 0.00 | 0.00 | | | | |
| 20/01/14 | 10/01/14 | 0187-QMU13 | LEGACY 2.5I SPORT | 2010 | 26,062.07 | 0.00 | 573.37 | | | |
| | 573.37 | 68 | 0.00 | 78.96 | 0.00 | 0.00 | | | | |
| | 794.80 | | 0.00 | 114.85 | 0.00 | 0.00 | | | | 909.65 |
| | 3,942.12 | | 0.00 | 114.85 | 0.00 | 0.00 | | | | 4,089.30 |

| | Objetivo | Real | Bono | Comision | | | |
|---|----------|--------------|---------------------|---------------------|----------|----------|------------------|
| Pruebas de Manejo | 24 | 25 | 500.00 | 500.00 | | | |
| Bebacks | 24 | 27 | 500.00 | 500.00 | | | |
| Entregas | 22 | 11 | 3,000.00 | 0.00 | | | |
| Margen de utilidad | 9.00 | 12.19 | 1,000.00 | 1,000.00 | | | |
| Porcentaje de Cierre 1 | 17.50 | 10.00 | 1,000.00 | 0.00 | | | |
| Porcentaje de Cierre 2 | 20.00 | 10.00 | 500.00 | 0.00 | | | |
| Share Financiera 1 | 30.00 | 18.18 | 1,000.00 | 0.00 | | | |
| Share Financiera 2 | 35.00 | 18.18 | 500.00 | 0.00 | | | |
| Objetivo Dias Venta Seminuevos | 60 | 4,908,647.90 | 7,354,605.17 | 2,000.00 | | | |
| Objetivo Dias Venta Seminuevos | 45 | 3,681,485.93 | 7,354,605.17 | 2,000.00 | | | |
| Descuento por 1 Unidad con mas de 75 dias | 0 | 21 | 1,000.00 | Descuento -1,000.00 | | | |
| Descuento por 2 Unidades con mas de 75 dias | 0 | 21 | 1,000.00 | Descuento -1,000.00 | | | |
| Objetivo por Venta de Unidades | 22 | 14 | 3,000.00 | 0.00 | | | |
| Objetivo por Toma de Unidades Seminuevas | 0 | 5 | 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 | 62 | 49 | 10,000.00 | 0.00 | | | |
| | | | | ----- | | | |
| | | | TOTAL DE COMISIONES | 5,089.30 | | | |
| | Semanas | 07/01/14 | 14/01/14 | 21/01/14 | 28/01/14 | 28/01/14 | Total de Semanas |
| | | 0.00 | 1,778.49 | 0.00 | 3,310.81 | 0.00 | 5,089.30 |