

REPORTE DE COMISIONES PARA EL COACH: DINO GAYTAN SUAREZ
 ENTRE 29/01/14 Y 25/02/14

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						

Total de Unidades Entregadas 17											

BAN BANCOS											
31/01/14	29/01/14	0002-QMU14	OPTRA					2010	13,972.40		
	230.54	21	0.00		0.00	0.00	0.00		0.00	0.00	230.54
04/02/14	29/01/14	0002-QMU14	OPTRA					2010	-13,972.40		
	-230.54	25	0.00		0.00	0.00	0.00		0.00	0.00	-230.54
04/02/14	29/01/14	0002-QMU14	OPTRA					2010	14,322.40		
	236.32	25	0.00		0.00	0.00	0.00		0.00	0.00	236.32
04/02/14	13/11/13	0182-QMU13	COLORADO 4X4 CREW CAB					2010	0.00		
	0.00	84	0.00		0.00	0.00	0.00		0.00	0.00	0.00
04/02/14	13/11/13	0182-QMU13	COLORADO 4X4 CREW CAB					2010	0.00		
	0.00	84	0.00		0.00	0.00	0.00		0.00	0.00	0.00
04/02/14	14/12/13	0203-QMU13	OPTRA					2009	-10,727.94		
	-177.01	56	0.00		0.00	0.00	0.00		0.00	0.00	-177.01
04/02/14	14/12/13	0203-QMU13	OPTRA					2009	14,361.70		
	236.97	56	0.00		0.00	0.00	0.00		0.00	0.00	236.97
04/02/14	30/01/14	0222-QMU13	CRUZE LT 4 PTS					2010	27,727.59		
	457.51	35	0.00		0.00	0.00	0.00		0.00	0.00	457.51
04/02/14	23/01/14	0224-QMU13	JETTA VERSION MK VI STYLE					2011	-26,131.04		
	-431.16	35	0.00		0.00	0.00	0.00		0.00	0.00	-431.16
04/02/14	23/01/14	0224-QMU13	JETTA VERSION MK VI STYLE					2011	28,315.91		
	467.21	35	0.00		0.00	0.00	0.00		0.00	0.00	467.21
	789.84		0.00		0.00	0.00	0.00		0.00	0.00	789.84

CONTA CONTADO											
31/01/14	31/01/14	0006-QMU14	IMPREZA 2.0 HATCHBACK MANUAL					2011	21,551.72		
	355.60	14	0.00		0.00	0.00	0.00		0.00	0.00	355.60
31/01/14	16/01/14	0192-QMU13	PICKUP SILVERADO 2500 CAB EXT					2011	20,465.45		
	337.68	72	0.00		0.00	0.00	0.00		0.00	0.00	337.68
31/01/14	31/01/14	0225-QMU13	CAPTIVA PAQ D					2011	19,821.98		
	327.06	31	0.00		0.00	0.00	0.00		0.00	0.00	327.06
04/02/14	15/01/14	0004-QMU14	PLATINA 4 PUERTAS K T/M					2002	-4,310.34		
	-71.12	20	0.00		0.00	0.00	0.00		0.00	0.00	-71.12
04/02/14	15/01/14	0004-QMU14	PLATINA 4 PUERTAS K T/M					2002	9,346.34		
	154.21	20	0.00		0.00	0.00	0.00		0.00	0.00	154.21
04/02/14	18/01/14	0005-QMU14	ALTIMA SL HIGH 2.5 CVT					2009	-6,034.48		
	-99.57	19	0.00		0.00	0.00	0.00		0.00	0.00	-99.57
04/02/14	18/01/14	0005-QMU14	ALTIMA SL HIGH 2.5 CVT					2009	6,034.48		
	99.57	19	0.00		0.00	0.00	0.00		0.00	0.00	99.57
04/02/14	31/01/14	0006-QMU14	IMPREZA 2.0 HATCHBACK MANUAL					2011	-21,551.72		
	-355.60	18	0.00		0.00	0.00	0.00		0.00	0.00	-355.60
04/02/14	31/01/14	0006-QMU14	IMPREZA 2.0 HATCHBACK MANUAL					2011	22,878.46		
	377.49	18	0.00		0.00	0.00	0.00		0.00	0.00	377.49
04/02/14	20/12/13	0169-QMU13	CAMRY XLE V6 AT5 Q/C					2007	35,433.97		
	584.66	111	0.00		0.00	0.00	0.00		0.00	0.00	584.66
04/02/14	01/02/14	0175-QMU13	ACCORD LX L4 4D					2008	18,513.24		
	305.47	96	0.00		0.00	0.00	0.00		0.00	0.00	305.47
04/02/14	09/01/14	0176-QMU13	SUBURBAN PAQ B					2012	-45,057.78		
	-743.45	94	0.00		0.00	0.00	0.00		0.00	0.00	-743.45
04/02/14	09/01/14	0176-QMU13	SUBURBAN PAQ B					2012	45,457.78		
	750.05	94	0.00		0.00	0.00	0.00		0.00	0.00	750.05
04/02/14	21/01/14	0217-QMU13	301 ALLURE					2014	-25,862.07		
	-426.72	39	0.00		0.00	0.00	0.00		0.00	0.00	-426.72
04/02/14	21/01/14	0217-QMU13	301 ALLURE					2014	26,905.85		
	443.95	39	0.00		0.00	0.00	0.00		0.00	0.00	443.95
04/02/14	22/01/14	0218-QMU13	CHEVY H 4 PTAS					2012	-16,579.31		
	-273.56	39	0.00		0.00	0.00	0.00		0.00	0.00	-273.56
04/02/14	22/01/14	0218-QMU13	CHEVY H 4 PTAS					2012	16,929.31		
	279.33	39	0.00		0.00	0.00	0.00		0.00	0.00	279.33

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ENTREGA	FACTURA	INVENTARIO	MODELO			COMISIONES POR F&I		AÑO	BASE PARA CALCULO		TOTAL
	COMISION	- BONO POR	EDAD -	-	GASTOS	SEGURO	GARANTIA		ACCESORIOS	NOTA DE	
	SIN BONOS	EDAD	BONO	ADMN			EXTENDIDA			DESCUENTO	
04/02/14	21/01/14	0221-QMU13	MERIVA COMFORT					2007	-6,034.48		
	-99.57	35	0.00	0.00	0.00	0.00		0.00	0.00		-99.57
04/02/14	21/01/14	0221-QMU13	MERIVA COMFORT					2007	10,767.62		
	177.67	35	0.00	0.00	0.00	0.00		0.00	0.00		177.67
04/02/14	31/01/14	0225-QMU13	CAPTIVA PAQ D					2011	-19,821.98		
	-327.06	35	0.00	0.00	0.00	0.00		0.00	0.00		-327.06
04/02/14	31/01/14	0225-QMU13	CAPTIVA PAQ D					2011	22,241.35		
	366.98	35	0.00	0.00	0.00	0.00		0.00	0.00		366.98
04/02/14	23/01/14	0226-QMU13	SUBURBAN PAQ B					2011	-66,545.18		
	-1,098.00	35	0.00	0.00	0.00	0.00		0.00	0.00		-1,098.00
04/02/14	23/01/14	0226-QMU13	SUBURBAN PAQ B					2011	80,631.99		
	1,330.43	35	0.00	0.00	0.00	0.00		0.00	0.00		1,330.43
11/02/14	29/01/14	0201-QMU13	CHEVY B 4 PTAS					2012	21,935.01		
	361.93	69	0.00	0.00	0.00	0.00		0.00	0.00		361.93
13/02/14	07/02/14	0219-QMU13	UPLANDER PAQ A					2007	18,928.60		
	312.32	48	0.00	0.00	0.00	0.00		0.00	0.00		312.32
14/02/14	11/02/14	0208-QMU13	LEON FR MOTOR 2.0 TSI					2010	13,645.93		
	225.16	59	0.00	0.00	0.00	0.00		0.00	0.00		225.16
14/02/14	07/02/14	0219-QMU13	UPLANDER PAQ A					2007	-18,928.60		
	-312.32	49	0.00	0.00	0.00	0.00		0.00	0.00		-312.32
14/02/14	07/02/14	0219-QMU13	UPLANDER PAQ A					2007	19,928.56		
	328.82	49	0.00	0.00	0.00	0.00		0.00	0.00		328.82
17/02/14	29/01/14	0201-QMU13	CHEVY B 4 PTAS					2012	-21,935.01		
	-361.93	75	0.00	0.00	0.00	0.00		0.00	0.00		-361.93
17/02/14	29/01/14	0201-QMU13	CHEVY B 4 PTAS					2012	22,535.04		
	371.83	75	0.00	0.00	0.00	0.00		0.00	0.00		371.83
18/02/14	04/02/14	0009-QMU14	TRIBECA					2011	46,896.55		
	773.79	21	0.00	0.00	0.00	0.00		0.00	0.00		773.79
18/02/14	17/02/14	0154-QMU13	EDGE SEL FWD					2008	26,666.04		
	439.99	151	0.00	0.00	0.00	0.00		0.00	0.00		439.99
18/02/14	17/02/14	0196-QMU13	CAPTIVA PAQ D					2010	29,423.58		
	485.49	88	0.00	0.00	0.00	0.00		0.00	0.00		485.49
18/02/14	14/02/14	0212-QMU13	AVEO PAQ M LS					2013	19,141.28		
	315.83	61	0.00	0.00	0.00	0.00		0.00	0.00		315.83
			5,336.41	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,336.41
CREDI CREDITO											
04/02/14	15/01/14	0167-QMU13	A3 AMBIENTE 1.8T					2008	-22,921.72		
	-378.21	111	0.00	0.00	0.00	0.00		0.00	0.00		-378.21
04/02/14	15/01/14	0167-QMU13	A3 AMBIENTE 1.8T					2008	23,958.22		
	395.31	111	0.00	0.00	0.00	0.00		0.00	0.00		395.31
			17.10	0.00	0.00	0.00	0.00	0.00	0.00	0.00	17.10
SUBSI GMAC SUBSIDIADO											
04/02/14	01/10/13	0104-QMU13	FORESTER XT					2009	-38,684.69		
	-889.75	190	0.00	-101.53	0.00	0.00		0.00	0.00		-991.28
04/02/14	01/10/13	0104-QMU13	FORESTER XT					2009	39,034.69		
	897.80	190	0.00	101.53	0.00	0.00		0.00	0.00		999.33
04/02/14	10/01/14	0187-QMU13	LEGACY 2.5I SPORT					2010	-26,062.07		
	-599.43	83	0.00	-78.96	0.00	0.00		0.00	0.00		-678.39
04/02/14	10/01/14	0187-QMU13	LEGACY 2.5I SPORT					2010	28,636.74		
	658.65	83	0.00	78.96	0.00	0.00		0.00	0.00		737.61
06/02/14	28/01/14	0220-QMU13	AVEO PAQUETE M					2013	41,490.90		
	954.29	37	0.00	0.00	0.00	0.00		0.00	0.00		954.29
11/02/14	05/02/14	0157-QMU13	QUEST S T/A TELA					2008	16,854.96		
	387.66	134	0.00	70.43	0.00	0.00		0.00	0.00		458.09
11/02/14	04/02/14	0215-QMU13	SIERRA CREW/CAB DENALI AWD "C"					2012	45,882.08		
	1,055.29	52	0.00	0.00	0.00	0.00		0.00	0.00		1,055.29
11/02/14	04/02/14	0215-QMU13	SIERRA CREW/CAB DENALI AWD "C"					2012	-45,882.08		
	-1,055.29	52	0.00	0.00	0.00	0.00		0.00	0.00		-1,055.29

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 ENTRE 29/01/14 Y 25/02/14

ENTREGA	FACTURA	INVENTARIO	MODELO	COMISIONES POR F&I			AÑO	BASE PARA CALCULO	TOTAL
COMISION SIN BONOS	- BONO POR EDAD	- BONO	- EDAD	- GASTOS ADMON	SEGURO	GARANTIA EXTENDIDA	ACCESORIOS	NOTA DE DESCUENTO	
11/02/14	04/02/14	0215-QMU13	SIERRA CREW/CAB DENALI	AWD "C"	0.00	0.00	2012	45,882.08	1,286.62
1,055.29	52	0.00	231.33	0.00	0.00	0.00	0.00	0.00	
12/02/14	05/02/14	0157-QMU13	QUEST S T/A TELA		0.00	0.00	2008	-16,854.96	-458.09
-387.66	135	0.00	-70.43	0.00	0.00	0.00	0.00	0.00	
12/02/14	05/02/14	0157-QMU13	QUEST S T/A TELA		0.00	0.00	2008	17,027.37	462.06
391.63	135	0.00	70.43	0.00	0.00	0.00	0.00	0.00	
14/02/14	04/02/14	0215-QMU13	SIERRA CREW/CAB DENALI	AWD "C"	0.00	0.00	2012	-45,882.08	-1,286.62
-1,055.29	55	0.00	-231.33	0.00	0.00	0.00	0.00	0.00	
14/02/14	04/02/14	0215-QMU13	SIERRA CREW/CAB DENALI	AWD "C"	0.00	0.00	2012	47,606.22	1,326.27
1,094.94	55	0.00	231.33	0.00	0.00	0.00	0.00	0.00	
18/02/14	04/02/14	0215-QMU13	SIERRA CREW/CAB DENALI	AWD "C"	0.00	0.00	2012	-47,606.22	-1,326.27
-1,094.94	59	0.00	-231.33	0.00	0.00	0.00	0.00	0.00	
19/02/14	04/02/14	0215-QMU13	SIERRA CREW/CAB DENALI	AWD "C"	0.00	0.00	2012	48,049.22	1,336.46
1,105.13	60	0.00	231.33	0.00	0.00	0.00	0.00	0.00	
2,518.32		0.00	301.76	0.00	0.00	0.00	0.00	0.00	2,820.08
8,661.67		0.00	301.76	0.00	0.00	0.00	0.00	0.00	8,963.43

	Objetivo	Real	Bono	Comision
Pruebas de Manejo	24	17	500.00	0.00
Bebacks	24	34	500.00	500.00
Entregas	22	17	3,000.00	0.00
Margen de utilidad	9.00	9.72	1,000.00	1,000.00
Porcentaje de Cierre 1	17.50	17.35	1,000.00	0.00
Porcentaje de Cierre 2	20.00	17.35	500.00	0.00
Share Financiera 1	30.00	17.65	1,000.00	0.00
Share Financiera 2	35.00	17.65	500.00	0.00
Objetivo Dias Venta Seminuevos	60	4,821,625.86	2,000.00	2,000.00
Objetivo Dias Venta Seminuevos	45	4,653,376.79	2,000.00	0.00
Descuento por 1 Unidad con mas de 75 dias	0	18	1,000.00	Descuento -1,000.00
Descuento por 2 Unidades con mas de 75 dias	0	18	1,000.00	Descuento -1,000.00
Objetivo por Venta de Unidades	22	15	3,000.00	0.00
Objetivo por Toma de Unidades Seminuevas	0	3	0.00	0.00
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	44	28	10,000.00	0.00

TOTAL DE COMISIONES 10,463.43

Semanas	04/02/14	11/02/14	18/02/14	25/02/14	25/02/14	Total de Semanas
	2,469.79	5,645.67	1,511.51	836.46	0.00	10,463.43