

REPORTE DE COMISIONES PARA EL COACH: VICTOR BENJAMIN HERNANDEZ ESPINOZA
 ENTRE 29/01/14 Y 25/02/14

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		

Total de Unidades Entregadas 21										
BAN BANCOS										
31/01/14	31/12/13	2657-QMN13	PICKUP SILVERADO	1500	CAB. REG.	PAQ. E	2013	4,318.86		
	21.59	62	0.00	0.00	0.00	0.00	0.00	0.00		21.59
11/02/14	05/02/14	1251-QMN14	AVEO PAQUETE J				2014	13,341.61		
	66.71	26	0.00	0.00	0.00	0.00	0.00	0.00		66.71
18/02/14	30/01/14	0942-QMN14	TRAX PAQUETE C				2014	21,408.83		
	107.04	69	0.00	0.00	0.00	0.00	0.00	0.00		107.04

	195.34		0.00	0.00	0.00	0.00	0.00	0.00		195.34
CONTA CONTADO										
04/02/14	10/01/14	0961-QMN14	TRAX PAQUETE A				2014	-15,005.83		
	-42.02	53	0.00	0.00	0.00	0.00	0.00	0.00		-42.02
04/02/14	10/01/14	0961-QMN14	TRAX PAQUETE A				2014	15,005.83		
	42.02	53	0.00	0.00	0.00	0.00	0.00	0.00		42.02
04/02/14	17/01/14	1198-QMN14	AVEO PAQUETE B				2014	-12,651.97		
	-35.43	24	0.00	0.00	0.00	0.00	-3.62	0.00		-39.05
04/02/14	17/01/14	1198-QMN14	AVEO PAQUETE B				2014	13,341.97		
	37.36	24	0.00	0.00	0.00	0.00	3.62	0.00		40.98
07/02/14	17/01/14	1198-QMN14	AVEO PAQUETE B				2014	-13,341.97		
	-37.36	27	0.00	0.00	0.00	0.00	-3.62	0.00		-40.98
07/02/14	17/01/14	1198-QMN14	AVEO PAQUETE B				2014	12,651.97		
	35.43	27	0.00	0.00	0.00	0.00	0.00	0.00		35.43
10/02/14	06/01/14	0101-QMN14	AVEO NUEVA LINEA PAQ D				2014	-20,253.19		
	-56.71	188	-405.06	0.00	0.00	0.00	0.00	0.00		-461.77
10/02/14	06/01/14	0101-QMN14	AVEO NUEVA LINEA PAQ D				2014	19,567.10		
	54.79	188	391.34	0.00	0.00	0.00	0.00	0.00		446.13
10/02/14	17/01/14	1198-QMN14	AVEO PAQUETE B				2014	-12,651.97		
	-35.43	30	0.00	0.00	0.00	0.00	0.00	0.00		-35.43
10/02/14	17/01/14	1198-QMN14	AVEO PAQUETE B				2014	13,341.97		
	37.36	30	0.00	0.00	0.00	0.00	0.00	0.00		37.36
11/02/14	05/02/14	0466-QMN14	CRUZE PAQUETE A				2014	20,088.01		
	56.25	103	0.00	0.00	0.00	0.00	0.00	0.00		56.25
11/02/14	07/02/14	1500-QMN14	SONIC PAQ A				2014	10,798.55		
	30.24	4	0.00	0.00	0.00	0.00	0.00	0.00		30.24
12/02/14	05/02/14	0466-QMN14	CRUZE PAQUETE A				2014	-20,088.01		
	-56.25	104	0.00	0.00	0.00	0.00	0.00	0.00		-56.25
12/02/14	05/02/14	0466-QMN14	CRUZE PAQUETE A				2014	19,656.98		
	55.04	104	0.00	0.00	0.00	0.00	0.00	0.00		55.04
18/02/14	17/02/14	1586-QMN14	AVEO PAQUETE M				2014	9,591.62		
	26.86	1	0.00	0.00	0.00	0.00	0.00	0.00		26.86

	112.15		-13.72	0.00	0.00	0.00	-3.62	0.00		94.81
SUBSI GMAC SUBSIDIADO										
04/02/14	17/12/13	0993-QMN14	CRUZE PAQUETE C				2014	-17,237.07		
	-172.37	50	0.00	-64.43	0.00	0.00	0.00	0.00		-236.80
04/02/14	17/12/13	0993-QMN14	CRUZE PAQUETE C				2014	20,237.07		
	202.37	50	0.00	64.43	0.00	0.00	0.00	0.00		266.80
04/02/14	27/12/13	1056-QMN14	SONIC PAQ E AUTOMATICO				2014	-17,220.96		
	-172.21	39	0.00	-47.89	0.00	-103.67	0.00	0.00		-323.77
04/02/14	27/12/13	1056-QMN14	SONIC PAQ E AUTOMATICO				2014	17,220.96		
	172.21	39	0.00	47.89	0.00	103.67	0.00	0.00		323.77
10/02/14	28/01/14	1417-QMN14	AVEO NUEVA LINEA PAQUETE C				2014	9,131.30		
	91.31	13	0.00	0.00	0.00	0.00	0.00	0.00		91.31
11/02/14	05/02/14	0068-QMN14	AVEO PAQUETE E				2014	16,588.44		
	165.88	195	331.77	0.00	0.00	55.00	0.00	0.00		552.65
11/02/14	30/01/14	0156-QMN14	AVEO NUEVA LINEA PAQ D				2014	12,294.68		
	122.95	166	122.95	38.98	0.00	0.00	0.00	0.00		284.88

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	COMISION SIN BONOS	- BONO POR EDAD	EDAD - BONO	- GASTOS ADMON	SEGURO	GARANTIA EXTENDIDA	ACCESORIOS	NOTA DE DESCUENTO		
11/02/14	23/01/14	0491-QMN14	MATIZ PAQ B	0.00	0.00	0.00	2014	8,924.65	89.25	
	89.25	102					0.00	0.00		
11/02/14	30/01/14	0782-QMN14	SONIC PAQ E AUTOMATICO	0.00	45.48	0.00	2014	17,220.96	172.21	
	172.21	75					0.00	0.00		
11/02/14	30/01/14	0822-QMN14	CRUZE PAQUETE M	0.00	42.25	69.20	2014	8,812.64	88.13	
	88.13	74					0.00	0.00		
11/02/14	29/01/14	1026-QMN14	SPARK PAQ B	0.00	37.60	0.00	2014	11,371.87	113.72	
	113.72	53					0.00	0.00		
11/02/14	30/01/14	1309-QMN14	AVEO PAQUETE B	0.00	26.16	82.00	2014	13,255.45	132.55	
	132.55	21					0.00	0.00		
11/02/14	30/01/14	1338-QMN14	AVEO PAQUETE J	0.00	54.40	0.00	2014	11,186.43	111.86	
	111.86	20					0.00	0.00		
11/02/14	31/01/14	1365-QMN14	SONIC PAQ E AUTOMATICO	0.00	0.00	82.00	2014	17,220.96	172.21	
	172.21	18					0.00	0.00		
11/02/14	31/01/14	1365-QMN14	SONIC PAQ E AUTOMATICO	0.00	0.00	-82.00	2014	-17,220.96	-172.21	
	-172.21	18					0.00	0.00		
11/02/14	31/01/14	1365-QMN14	SONIC PAQ E AUTOMATICO	0.00	73.14	82.00	2014	17,220.96	172.21	
	172.21	18					0.00	0.00		
11/02/14	27/01/14	1370-QMN14	CAPTIVA PAQ A	0.00	70.05	0.00	2014	23,646.65	236.47	
	236.47	17					0.00	0.00		
11/02/14	29/01/14	1429-QMN14	AVEO PAQUETE B	0.00	53.30	82.00	2014	12,651.97	126.52	
	126.52	13					0.00	0.00		
12/02/14	23/01/14	0491-QMN14	MATIZ PAQ B	0.00	0.00	0.00	2014	-8,924.65	-89.25	
	-89.25	103					0.00	0.00		
12/02/14	23/01/14	0491-QMN14	MATIZ PAQ B	0.00	33.28	129.30	2014	8,924.65	89.25	
	89.25	103					0.00	0.00		
12/02/14	30/01/14	1309-QMN14	AVEO PAQUETE B	0.00	-26.16	-82.00	2014	-13,255.45	-132.55	
	-132.55	22					0.00	0.00		
12/02/14	30/01/14	1309-QMN14	AVEO PAQUETE B	0.00	26.16	82.00	2014	11,958.53	119.59	
	119.59	22					0.00	0.00		
12/02/14	28/01/14	1417-QMN14	AVEO NUEVA LINEA PAQUETE C	0.00	0.00	0.00	2014	-9,131.30	-91.31	
	-91.31	15					0.00	0.00		
12/02/14	28/01/14	1417-QMN14	AVEO NUEVA LINEA PAQUETE C	0.00	44.80	0.00	2014	9,131.30	91.31	
	91.31	15					0.00	0.00		
18/02/14	10/02/14	0382-QMN14	TRAX PAQUETE B	0.00	18.50	0.00	2014	26,189.25	261.89	
	261.89	119					0.00	0.00		
18/02/14	11/02/14	1295-QMN14	CRUZE PAQUETE A	0.00	75.29	0.00	2014	19,689.58	196.90	
	196.90	29					0.00	0.00		
18/02/14	08/02/14	1529-QMN14	SONIC PAQUETE D	0.00	51.80	0.00	2014	16,445.09	164.45	
	164.45	10					0.00	0.00		
-----									3,882.59	
			454.72	665.03	0.00	499.50	0.00	0.00		
-----									4,172.74	
			441.00	665.03	0.00	499.50	-3.62	0.00		

	Objetivo	Real	Bono	Comision
Pruebas de Manejo	24	15	500.00	0.00
Bebacks	24	13	500.00	0.00
Entregas	30	21	2,000.00	0.00
Margen de utilidad	7.50	7.65	2,000.00	2,000.00
Porcentaje de Cierre 1	17.50	21.43	750.00	750.00
Porcentaje de Cierre 2	20.00	21.43	250.00	250.00
Share Financiera 1	50.00	71.43	1,000.00	1,000.00
Share Financiera 2	55.00	71.43	2,000.00	2,000.00
CAMARO Z-28 PIEL DE LUJO	1	0	2,000.00	0.00
TRAXX	3	2	2,000.00	0.00
CAPTIVA	1	1	1,000.00	1,000.00
MALIBU	1	0	2,000.00	0.00
CRUZE	1	3	1,000.00	1,000.00
AVALANCHE	1	0	4,000.00	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	0	3,000.00	0.00

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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	- BONO POR	EDAD -	-	GASTOS	SEGURO	GARANTIA	-	NOTA DE	
SIN BONOS	EDAD	BONO	GASTOS	ADMN	EXTENDIDA	ACCESORIOS	NOTA DE	DESCUENTO	
TRAVERSE				1		0	4,000.00		0.00
PICK UP CREW CAB				1		0	6,000.00		0.00
COLORADO				1		0	3,000.00		0.00
PICKUP CABINA EXTENDIDA				1		0	3,000.00		0.00
PICKUP CABINA SENCILLA				1		0	3,000.00		0.00
PICKUP 1500				1		1	2,000.00		2,000.00
Objetivo por Venta de Unidades				30		15	3,000.00		0.00
Objetivo por Toma de Unidades Seminuevas				0		0	0.00		0.00
Combinado Ventas, Entregas, Tomas, Share y Margen de Utilidad							6,000.00		0.00
Objetivo Venta de Garantia Extendida				58,000.00		49,950.00	2,000.00		0.00
Objetivo de Entregas Trimestral				58		40	3,000.00		0.00
TOTAL DE COMISIONES									14,172.74
Semanas									
	04/02/14	11/02/14	18/02/14	25/02/14	25/02/14	Total de Semanas			
	2,053.52	7,090.18	5,029.04	0.00	0.00			14,172.74	