

MITSUKOSHI MOTORS PHILS., INC.		
POLICY		
MEMO TITLE :	REVISED AC PERFORMANCE STANDARD	REF. NO.2016-04-0804
DEPARTMENT :	OPERATIONS SUPPORT DEPARTMENT	
TO :	ALL BRANCHES	
DATE :	APRIL 8, 2016	

OBJECTIVE:

1. To introduce AC performance Standards to meet 100% collection on extension and minimum of 75% paying percentage.

POLICIES & PROCEDURES:

1. Starting April 2016
2. Same procedure on Ac Standard Performance with ref. No 2016-02-003 except Performance Standard and Result Performance.

***New Performance standard** – Collection Category only.

CATEGORY	MIN. STANDARD PERFORMANCE	WEIGHT	SCORING GRADE		
			ABOVE STANDARD	MEET	Below Target
Collection (Cumulative Net New Extension) --On assigned area	Based on Target	100%	110%	100%	70%

***Result Performance**

NO	COLLECTION GRADE	AMOUNT INCENTIVE PER UNIT (BN SALES)	FIRST OFFENSE	SECOND OFFENSE	THIRD OFFENSE	FOURTH OFFENSE
1	110%	1.25% OF TOTAL COLLECTION INCLUDING ADVANCE	--	--	--	--
2	100%	1% OF TOTAL COLLECTION INCLUDING ADVANCE	--	--	--	--
3	70%	--	NTE W/ W.W	NTE W/ F.W.W	WILL SERVE 30 DAYS NOTICE	TERMINATION

Please be guided accordingly,


RICHMOND NGAN
 EXECUTIVE OFFICER