

Kolin Philippines International, Inc.

BRANCH VISIT REPORT

Dealer/Branch:	IMPERIAL APP SURIGAO
Date:	AUGUST 30, 2022
Purpose of visit:	<input type="checkbox"/> PS Performance & Monitoring (attendance, good working relation, selling skills)
	<input type="checkbox"/> Market Status & Competitor's Promotion Update
	<input type="checkbox"/> Display Racks & Unit Status
	<input type="checkbox"/> Others:

MANNER OF INTERVIEW	
	FACE TO FACE
✓	VIA PHONE CALL

Details of Visit:




The following factors for the PS Performance Evaluation shall be rated by the store/branch OIC for the purpose of getting direct feedback from the former's branch assignment in order for us to make action plan for their improvement there after:

Factors	1	2	3	4	5	Remarks / Add'l Comments
Attendance				✓		None
Attitude				✓		None
Selling Skills					✓	None
PS Appearance					✓	None

Other Concerns:

Remarks / Add'l Comments (to be filled-out by PS Management)

ACCOUNT OFFICER'S ACTION PLAN

Display Units/ Mock-Up Display	NO CONCERN					
Display Racks/ Display Module	NO CONCERN					
Inventory Status	NO CONCERN					
AO Visitation	<table border="1"> <tr> <td>Feedback from store:</td> <td>As per Mr. Augeen Tuto (Branch Manager) He can't remember when was the last visit of our AO Mr. Arlan Santos.</td> </tr> <tr> <td>Based on the latest DVR:</td> <td>June 08, 2022</td> </tr> </table>	Feedback from store:	As per Mr. Augeen Tuto (Branch Manager) He can't remember when was the last visit of our AO Mr. Arlan Santos.	Based on the latest DVR:	June 08, 2022	
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Based on the latest DVR:	June 08, 2022					
Others:	NO CONCERN					

FOR ACTUAL VISITATION ONLY

GENERAL ANALYSIS & RECOMMENDATION (PS MGMT)

COMPETITOR'S
DISPLAY UNIT &
RACKSCOMPETITOR'S
PRICE & PROMOTION

PICTURES OF ACTUAL DISPLAY AT THE STORE

PHOTO SENT BY OUR PS ON AUGUST 30, 2022(5:54 PM)



Prepared by:

Mr. Jake Bryan A. Trajeco

Sales PS Management Assistant -
Branch Visit Monitoring

Noted by:

Joanna Marie E. Dulog
Sales PS Management
Assistant Supervisor

Approved by:

Chrisitan Keith V. Sarmiento

National Sales Manager

Kolin Philippines International, Inc.

BRANCH VISIT REPORT




Dealer/Branch:	SOLIDMARK MAIN
Date:	AUGUST 30, 2022
Purpose of visit:	<input type="checkbox"/> PS Performance & Monitoring (attendance, good working relation, selling skills)
	<input type="checkbox"/> Market Status & Competitor's Promotion Update
	<input type="checkbox"/> Display Racks & Unit Status
	<input type="checkbox"/> Others:

MANNER OF INTERVIEW	
	FACE TO FACE
✓	VIA PHONE CALL

Details of Visit:

The following factors for the PS Performance Evaluation shall be rated by the store/branch OIC for the purpose of getting direct feedback from the former's branch assignment in order for us to make action plan for their improvement there after:

Factors	1	2	3	4	5	Remarks / Add'l Comments
Attendance					✓	None
Attitude				✓		None
Selling Skills				✓		None
PS Appearance					✓	None

Other Concerns:	Remarks / Add'l Comments (to be filled-out by PS Management)	ACCOUNT OFFICER'S ACTION PLAN				
Display Units/ Mock-Up Display	NO CONCERN					
Display Racks/ Display Module	NO CONCERN					
Inventory Status	NO CONCERN					
AO Visitation	<table border="1"> <tr> <td>Feedback from store:</td> <td>As per Mr. Amormio Saluta (Branch Manager) our AO visited last week of July.</td> </tr> <tr> <td>Based on the latest DVR:</td> <td>July 27, 2022</td> </tr> </table>	Feedback from store:	As per Mr. Amormio Saluta (Branch Manager) our AO visited last week of July.	Based on the latest DVR:	July 27, 2022	
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Based on the latest DVR:	July 27, 2022					
Others:	NO CONCERN					

FOR ACTUAL VISITATION ONLY

GENERAL ANALYSIS & RECOMMENDATION (PS MGMT)

COMPETITOR'S
DISPLAY UNIT &
RACKSCOMPETITOR'S
PRICE & PROMOTION

PICTURES OF ACTUAL DISPLAY AT THE STORE

PHOTO SENT BY OUR PS ON AUGUST 30, 2022 (11:23 AM)



Prepared by:

Mr. Jake Bryan A. Trajeco

Sales PS Management Assistant -
Branch Visit Monitoring

Noted by:

Joanna Marie E. Dulog

Sales PS Management
Assistant Supervisor

Approved by:

Chrisitan Keith V. Sarmiento

National Sales Manager