

Kolin Philippines International, Inc.

BRANCH VISIT REPORT

Dealer/Branch:

IMPERIAL APP SURIGAO

Date:

AUGUST 30, 2022

Purpose of visit:

- PS Performance & Monitoring (attendance, good working relation, selling skills)
- Market Status & Competitor's Promotion Update
- Display Racks & Unit Status
- 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	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						
Others:	NO CONCERN							

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. Dulos

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:

- PS Performance & Monitoring (attendance, good working relation, selling skills)
- Market Status & Competitor's Promotion Update
- Display Racks & Unit Status
- Others:

Details of Visit:

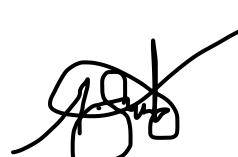
The following factors for the PS Performance Evaluation shall be rated by the store/branch OIC for the purpose of getting direct feedback from the former's branch assignment in order for us to make action plan for their improvement there after:

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	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		
Others:	NO CONCERN		

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. Dulos

Sales PS Management
Assistant Supervisor

Approved by:

Chrisitan Keith V. Sarmiento

National Sales Manager