

Kolin Philippines International, Inc.

BRANCH VISIT REPORT

Dealer/Branch:

ANSONS SALAZAR

Date:

SEPTEMBER 23, 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					✓	No comment
Attitude					✓	No comment
Selling Skills					✓	No comment
PS Appearance					✓	No comment

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	<p>Feedback from store:</p> <p>As per Mr. Ver Coronado(Branch Manager) he can't remember when was the last visit of our AO.</p>		
	<p>Based on the latest DVR:</p> <p>No date of visit</p>		
Others:		No concern	

COMPETITOR'S
DISPLAY UNIT &
RACKS

All wall racks are from ansons

COMPETITOR'S
PRICE & PROMOTION

No existing additional promotion

PICTURES OF ACTUAL DISPLAY AT THE STORE



Prepared by:

Mr. Jake Bryan A. Trajeco

Sales PS Management Assistant -
Branch Visit Monitoring

Noted by:

For: *J. M. Dulog*
Joanna Marie E. DulogSales PS Management
Assistant Supervisor

Approved by:

Christian Keith V. Sarmiento

National Sales Manager

Kolin Philippines International, Inc.

BRANCH VISIT REPORT

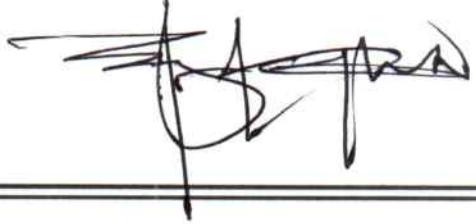
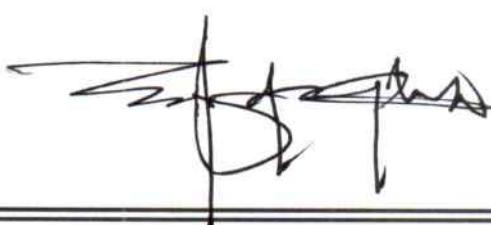
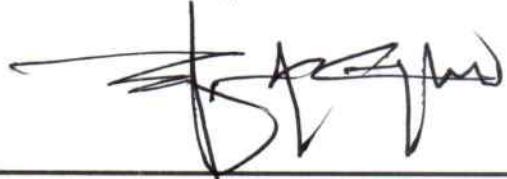
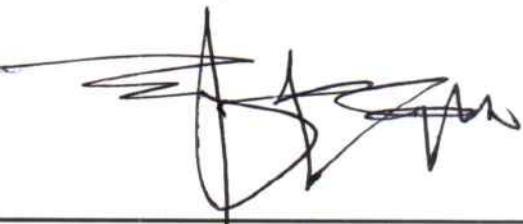
Dealer/Branch:	WELCOME HOME BINONDO
Date:	SEPTEMBER 23, 2022
Purpose of visit:	<input type="checkbox"/> PS Performance & Monitoring (attendance, good working relation, selling skills) <input type="checkbox"/> Market Status & Competitor's Promotion Update <input type="checkbox"/> Display Racks & Unit Status <input type="checkbox"/> Others:

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:

MANNER OF INTERVIEW	
✓	FACE TO FACE
	VIA PHONE CALL

Factors	1	2	3	4	5	Remarks / Add'l Comments
Attendance					✓	No comments
Attitude				✓		No comments
Selling Skills					✓	No comments
PS Appearance					✓	No comments

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	<p>Feedback from store:</p> <p>As per Ms. Ma. Rowena Valmocina our AO visited 2nd week of September 2022</p> <p>Based on the latest DVR:</p> <p>September 12, 2022</p>	
Others:	No concern	

COMPETITOR'S
DISPLAY UNIT &
RACKS

No recommendation

COMPETITOR'S
PRICE & PROMOTION

No existing additional promotion

PICTURES OF ACTUAL DISPLAY AT THE STORE



Prepared by:

Mr. Jake Bryan A. Trajeco
Mr. Jake Bryan A. Trajeco
Sales PS Management Assistant -
Branch Visit Monitoring

Noted by:

Joanna Marie E. Dulos
Dr. Joanna Marie E. Dulos
Sales PS Management
Assistant Supervisor

Approved by:

Christian Keith V. Sarmiento
Christian Keith V. Sarmiento
National Sales Manager

Kolin Philippines International, Inc.

BRANCH VISIT REPORT

Dealer/Branch:	POWERAIRE BINONDO
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Date:	SEPTEMBER 23, 2022
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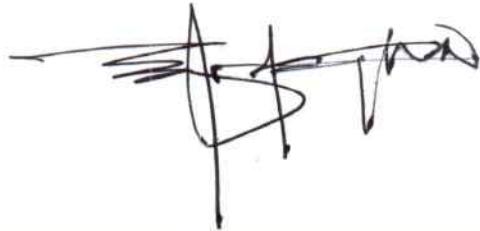
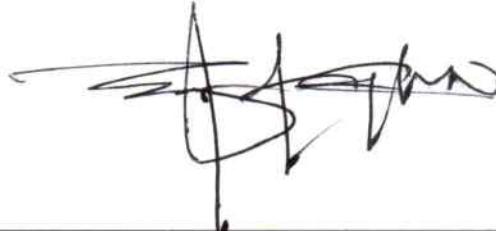
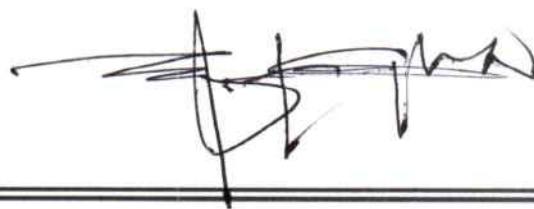
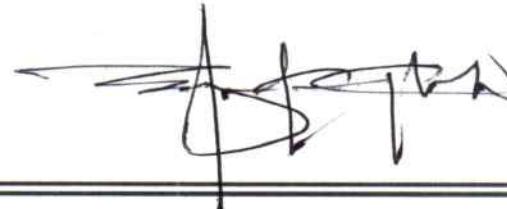
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MANNER OF INTERVIEW	
✓	FACE TO FACE
	VIA PHONE CALL

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				✓		No comments
Attitude				✓		No comments
Selling Skills					✓	Aggressive to sell out
PS Appearance				✓		No comments

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	<p>Feedback from store:</p> <p>As per Mr. Rey Cabardo (Branch Manager) our AO visited 2nd week of September 2022</p> <p>Based on the latest DVR:</p> <p>September 12, 2022</p>	
Others:	No concern	

COMPETITOR'S
DISPLAY UNIT &
RACKS

No recommendation

COMPETITOR'S
PRICE & PROMOTION

No display of pricetag

No additional promotion

PICTURES OF ACTUAL DISPLAY AT THE STORE



Prepared by:

Trajeco 09-27
Mr. Jake Bryan A. Trajeco
Sales PS Management Assistant -
Branch Visit Monitoring

Noted by:

J. a. 09/22
Jpanna Marie E. Dulog
Sales PS Management
Assistant Supervisor

Approved by:

Cf 9-29
Christian Keith V. Sarmiento
National Sales Manager