

Kolin Philippines International, Inc.

BRANCH VISIT REPORT

Dealer/Branch:	ROBINSONS ARVO
Date:	SEPTEMBER 12, 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	
<input checked="" type="checkbox"/>	FACE TO FACE
<input type="checkbox"/>	VIA PHONE CALL

Details of Visit:

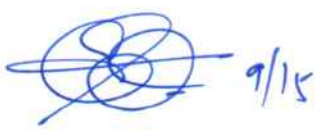
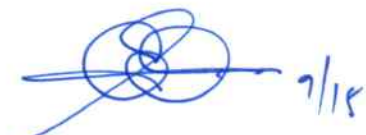



The following factors for the PS Performance Evaluation shall be rated by the store/branch OIC for the purpose of getting direct feedback from the former's branch assignment in order for us to make action plan for their improvement there after:

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	 9/15				
Display Racks/ Display Module	NO CONCERN	 9/15				
Inventory Status	NO CONCERN	 9/15				
AO Visitation	<table border="1"> <tr> <td>Feedback from store:</td> <td>As per our PS Jojo T. Resurrection our AO Mr. Ernie Olimba visited first week of August 2022</td> </tr> <tr> <td>Based on the latest DVR:</td> <td>?</td> </tr> </table>	Feedback from store:	As per our PS Jojo T. Resurrection our AO Mr. Ernie Olimba visited first week of August 2022	Based on the latest DVR:	?	
Feedback from store:	As per our PS Jojo T. Resurrection our AO Mr. Ernie Olimba visited first week of August 2022					
Based on the latest DVR:	?					
Others:	NO CONCERN					

COMPETITOR'S
DISPLAY UNIT &
RACKS

Display rack was provided by dealer

COMPETITOR'S
PRICE & PROMOTION

No recommendation



PICTURES OF ACTUAL DISPLAY AT THE STORE



Prepared by:

Mr. Jake Bryan A. Trajeco

Sales PS Management Assistant -
Branch Visit Monitoring

Noted by:

Joanna Marie E. Dulong

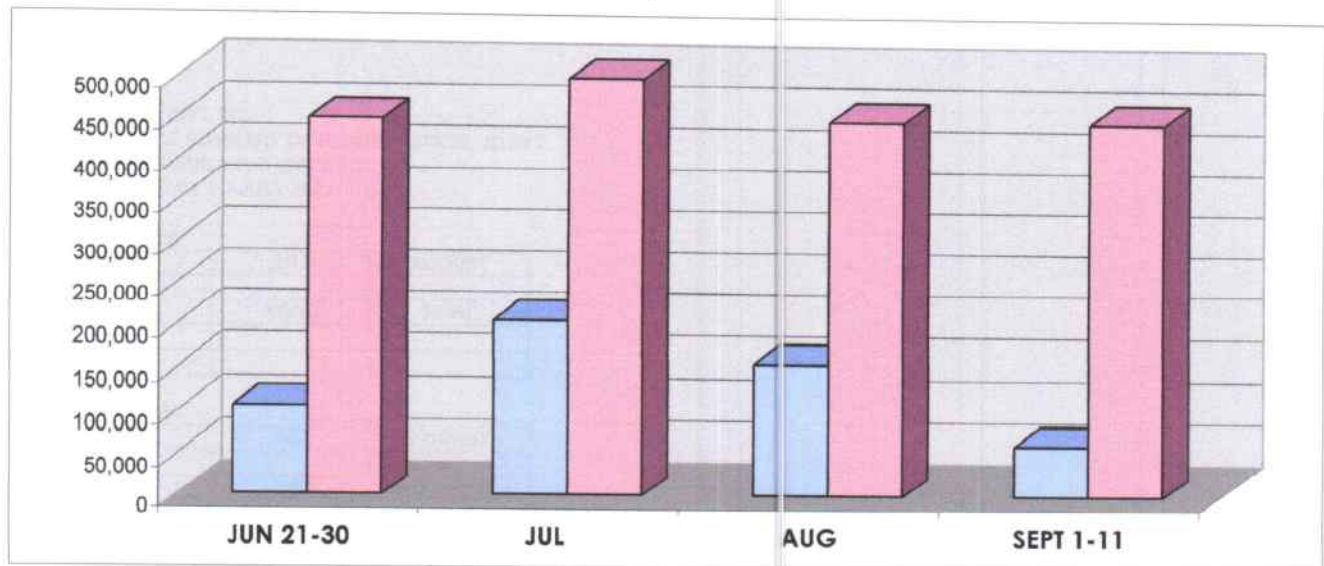
Sales PS Management
Assistant Supervisor

Approved by:

Christal Kela V. Sarmiento

National Sales Manager

BRANCH PERFORMANCE: ROBINSON ARVO



SALES HISTORY

PERIOD	YEAR	ACTUAL	TARGET		%	PS ASSIGNED
JUN 21-30		107,340	450,000		24%	JOJO RESURECCION
JUL		206,665	500,000		41%	
AUG		157,965	450,000		35%	
SEPT 1-11		63,140	450,000		14%	
TOTAL		535,110	1,850,000		29%	
AVERAGE		133,778	462,500		29%✓	

*SEPTEMBER Sales based on his Daily Text.

PREPARED BY:

g/a/s
GRACEZEL M. ABENIO
 SALES PS MGMT. ASST.

Kolin Philippines International, Inc.

BRANCH VISIT REPORT

Dealer/Branch:	ABENSON ASCOTT
Date:	SEPTEMBER 12, 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	
<input checked="" type="checkbox"/>	FACE TO FACE
<input type="checkbox"/>	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 <i>Pls. 1st up 104.</i>
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	<div>Feedback from store: As per Ms. Paz Lupid (Store Supervisor) our AO visited was first week of September 2022</div> <div>Based on the latest DVR: ?</div>	
Others:	NO CONCERN	

COMPETITOR'S
DISPLAY UNIT &
RACKS

Very bright it's very attractive- we need to upgrade our display rack

COMPETITOR'S
PRICE & PROMOTION

No recommendation

PICTURES OF ACTUAL DISPLAY AT THE STORE



Prepared by:

09-13
Mr. Jake Bryan A. Trajeco
Sales PS Management Assistant -
Branch Visit Monitoring

Noted by:

09/15
Joanna Marie E. Dulog
Sales PS Management
Assistant Supervisor

Approved by:

09-15
Chrisitan Keith V. Sarmiento
National Sales Manager