1. DIR-GTE-SUP COMERCIAL		2. RTV		3. DIR MKT-TRADE		4. CRED-DM		5. DIR EXEC		6. GERENTES		7. DEMAIS FUNCIONÁRIOS	
META	% PESO	META	% PESO	META	% PESO	META	% PESO	META	% PESO	META	% PESO	META	% PESO
UPTB	25%	UPBT	15%	UPBT	40%	UPBT	55%	UPBT	55%	UPBT	55%	UPBT	55%
GM REGIONAL	25%	GM REGIONAL	25%	POG REGIONAL	20%	ANWC	25%	ANWC	25%	ANWC	25%	ANWC	25%
DSO REGIONAL	10%	POG INDIVIDUAL	30%	GM REGIONAL	20%	INDIVIDUAL	20%	INDIVIDUAL	20%	INDIVIDUAL	20%	INDIVIDUAL	20%
ANWC	20%	DSO REGIONAL	10%	INDIVIDUAL	20%								
INDIVIDUAL	20%	INDIVIDUAL	20%										
TOTAL	100%	TOTAL	100%	TOTAL	100%	TOTAL	100%	TOTAL	100%	TOTAL	100%	TOTAL	100%