



Sales VP Monthly Coaching and Review

Date:	SALES	% VAR GOAL	AVG SALE	ASSOCIATE ACHIEVEMENT %	CREDIT %	T.O. %	UPT	CONTACTS
Month to Date								
Year to Date								

CATEGORIES	MANAGER SCORING	SUPERVISOR SCORING	COMMENTS
Staffing/Recruiting			
Training/Role Playing			
Performance Management			
Communication			
Floor Mgmt/Awareness			
Initiative			
Personal Accountability			
Leadership			
Hustle			
Staff Morale			

**7 Performance Factors**

1. Skill/Knowledge 2. Capacity 3. Resources 4. Feedback 5. Internal Motivation 6. Consequences 7. Clear Expectations

