

ASSOCIATE: _____ DATE: _____

TY SALES	GOAL \$	ACTUAL \$	+/- \$	+/- %	YTD GOAL \$	YTD ACTUAL \$	+/- \$	+/- %
	AVG SALE	ITEMS PER SALE	SALES PER HOUR	CREDIT %	APPS TAKEN	CREDIT %	GOAL WARR. %	+/- %
ASSOCIATE								
STORE								
DIFFERENCE +/-								

CATEGORIES	ASSOCIATE SCORING	MANAGER SCORING	COMMENTS
Hustle			
Teamwork			
1) Prepare			
2) Greet			
3) Show Merchandise			
4) Build Value			
5) Handle Objections			
6) Turn Over			
7) Close the Sale			
8) Confirmation/Referrals			

7 Performance Factors

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

