



**General Manager
Monthly Coaching and Review**

Date:

SALES FLOOR	SALES	% VAR LY	% VAR GOAL	GP \$	GP %	% MONTHS MADE	AVG SALE	AOR COMPLETION
Month to Date								
Year to Date								
STUDIO	SALES	% VAR LY	% VAR GOAL	GP \$	GP %	% MONTHS MADE	AVG CUSTOM \$	AVG REPAIR \$
Month to Date								
Year to Date								

CATEGORIES	MANAGER SCORING	SUPERVISOR SCORING	COMMENTS
Managing People & OT			
Problem Solving			
Planning & Organizing			
Leadership			
Delegation			
Staffing			
Training			
Initiative/Awareness			
Team Building			
Analysis & Action Planning			
Customer Service			

