



Merchandise/Marketing Manager
Monthly Coaching and Review

| Date: | SALES ACTUAL | GOAL % VAR +/- | GP % | INVENTORY \$ | GMR0I | TOTAL TURN % | SHOWCASE TURN % | % AGED 12 + |
|---------------|-----------------|-------------------|------|-----------------|-------|-----------------|--------------------|----------------|
| Month to Date | | | | | | | | |
| Year to Date | | | | | | | | |

| CATEGORIES | MANAGER SCORING | SUPERVISOR SCORING | COMMENTS |
|------------------------|--------------------|-----------------------|----------|
| Teamwork/PMA | | | |
| Leadership | | | |
| Vendor Relations | | | |
| Strategic Thinking | | | |
| Communication | | | |
| Time Management | | | |
| Adaptability | | | |
| Planning & Forecasting | | | |
| Promotion Development | | | |
| Accuracy | | | |
| | | | |
| | | | |
| | | | |

| ACTION PLAN - HOW MUCH AND BY WHEN | |
|------------------------------------|--|
|------------------------------------|--|

WHAT - What are the two (2) high leverage categories within the merchandising process that will improve over the next 30 days?

HOW - What specific actions and/or development are required?

WHEN - When will the individual complete the “How” assignment?

HOW MUCH - What improvement (outcome) is expected over the next 30 days?

Other Comments:_____

[illegible]