



**Sales Director
Monthly Coaching and Review**

REVIEW PERIOD:	SALES	% VAR GOAL	TRANS +/- LY	AVG SALE	UPT	CREDIT %	CLOSING %	TO %	# ASSOC MET GOAL	CONTACTS MADE
Month to Date										
Year to Date										

CATEGORIES	MANAGER SCORING	SUPERVISOR SCORING	COMMENTS
Staffing			
Training			
Performance Management			
Communication			
Floor Management/Awareness			
Initiative			
Personal Accountability			
Action Planning			
Leadership			
Urgency			
Organization/ Time Management			

7 Performance Factors

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

