



Store Manager Monthly Coaching and Review

Today's Date: _____

Review Period	SALES \$	SALES GOAL \$	\$/% +/- VAR TO GOAL	% VAR LY	APPS TAKEN	CREDIT % TO TOTAL SALES	AVG TRANS	UPT	T.O. %	TY'S	REVIEWS
Month to Date											
Year to Date											

CATEGORIES	MANAGER SCORING	SUPERVISOR SCORING	COMMENTS
Staffing			
Training			
Performance Management			
Decision Making			
Leadership Initiative			
Planning/Organizing			
Supports Co. Initiatives			
Sales Floor Observation			
Team Building			
Goal Achievement			

7 Performance Factors

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

