



Store Manager Monthly Coaching and Review

Date:	SALES	% VAR LY	AVG SALE	APPS TAKEN	CREDIT %	T.O. %	UPT	CONTACTS
Month to Date								
Year to Date								

CATEGORIES	MANAGER SCORING	SUPERVISOR SCORING	COMMENTS
Staffing/Recruiting			
Training/Role Playing			
Performance Management			
Store Cleanliness & Appearance			
Decision Making			
Event Preparation			
Planning & Organization			
Safety			
Loss Prevention			
Leadership			
Clientelling			
KPI Goals			
Fast Sellers & Inventory Management			

7 Performance Factors

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

