



**Sales Manager  
Monthly Coaching and Review**

Date:	SALES	% VAR LY	AVG SALE	PODIUM REVIEWS	CREDIT %	TURNOVER %	UPT	TOUCHES
Month to Date								
Year to Date								

CATEGORIES	MANAGER SCORING	SUPERVISOR SCORING	COMMENTS
Staffing/Recruiting			
Training/Role Playing			
Performance Management			
Communication			
Floor Management/ Awareness			
Initiatives			
Personal Accountability			
Action Planning			
Leadership			

