



**Assistant Buyer
Monthly Coaching and Review**

| Date: | SALES TY | % VAR LY | GP % TY | GP % VAR LY | AVG SALE | AVG UNIT RETAIL | % AGED | \$ AGED | | | |
|---------------|----------|----------|---------|-------------|----------|-----------------|--------|---------|--|--|--|
| Month to Date | | | | | | | | | | | |
| Year to Date | | | | | | | | | | | |

| CATEGORIES | MANAGER SCORING | SUPERVISOR SCORING | COMMENTS |
|----------------------|-----------------|--------------------|----------|
| Vendor Relations | | | |
| Attention to Detail | | | |
| Communication | | | |
| Teamwork | | | |
| Replenishment | | | |
| RTV | | | |
| PMA | | | |
| Flexibility | | | |
| Personal Development | | | |
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7 Performance Factors

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

