



Associate Monthly Coaching and Review

Associate: _____

REVIEW PERIOD	YTD SALES	MONTH SALES	GP \$	# TRANS	AVG MDS SALE	CREDIT APPS TAKEN	CREDIT SOB %	T.O. %	EVENTS	BRIDAL %	REPAIRS %	# MOS MADE GOAL
ASSOC. ACTUAL												
ASSOC. GOAL												
VARIANCE % +/-												

CATEGORIES	ASSOCIATE SCORING	MANAGER SCORING	COMMENTS
Hustle			
Teamwork			
1) Prepare			
2) Greet			
3) Show Merchandise			
4) Build Value			
5) Handle Objections			
6) Turnover			
7) Close the Sale			
8) Confirmations/Referrals			

7 Performance Factors

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

