



Store Manager Monthly Coaching and Review

Date:	SALES	% VAR GOAL	% VAR LY	AVG TRANS	APPS TAKEN	CREDIT %	TO %	REPAIR %	REPAIR AVG TRANS	CONTACTS MADE
Month to Date										
Year to Date										

CATEGORIES	MANAGER SCORING	SUPERVISOR SCORING	COMMENTS
Staffing			
Training			
Performance Management			
Communication			
Floor Management/ Awareness			
Initiative			
Personal Accountability			
Action Planning			
Leadership			
Urgency			
Details/Follow Through			

7 Performance Factors

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

