



Store Manager Monthly Coaching and Review

| Date: | SALES TY | SALES % VAR GOAL | ADJ GP % TY | SPLIT SALES % | % POM SOLD TY | APPS TAKEN TY | % CREDIT SOB | MARK DOWN % | BRANDED SALES \$ | % REPAIR SALES |
|-------------------------------------|-----------------|--------------------|-------------|---------------|---------------|---------------|--------------|-------------|------------------|----------------|
| 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 | | | | | | | | | | |
| Hustle | | | | | | | | | | |
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