



**Store Manager  
Monthly Coaching and Review**

Date:	YTD	MONTH	AVG TRANS	MONTH GP %	DISC %	# TRANS	UNITS PER TRANS	3RD PARTY CREDIT %	APPS/ GOAL	T.O. RATE %	WARRANTY %	CLIENT CONTACT
ACTUAL												
GOAL												
LY												
VAR % +/- GOAL												
VAR % +/- LY												

CATEGORIES	MANAGER SCORING	SUPERVISOR SCORING	COMMENTS
Staffing/Recruiting			
Training:			
<i>8 Steps of Selling</i>			
<i>Product Knowledge</i>			
<i>Role Play</i>			
Performance Management:			
<i>C/R Docs Complete</i>			
<i>One-on-Ones</i>			
<i>Addressing Behaviors</i>			
<i>Addressing Poor Performance</i>			
Event Prep and Execution			
Customer Clienteling			
Floor Leadership			
Urgency			

