



Associate Monthly Coaching and Review

Associate: _____ Date: _____

	Sales \$	Sales #	Avg Sales	Disc \$	GP \$	GP %	Budget Sales	Hit Goal # Mos per year	IPR	Team Sales	# Credit	\$ Credit Sales	% Credit Sales
Month													
YTD													

CATEGORIES	ASSOCIATE SCORING	MANAGER SCORING	COMMENTS
Hustle			
Teamwork			
1) Preparation			
2) Greet			
3) Needs Assessment			
4) Demonstration			
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						

