



Store Manager Monthly Coaching and Review

Date:	SALES	% +/- PLAN	\$ +/- PLAN	AVG SALE	APPS TAKEN	APPS +/- PLAN	CREDIT % OF TOTAL SALES	SHARED SALES %	TOTAL CALLS MADE	TOTAL THANK YOU SENT	TOTAL MESSAGES TEXT SENT
Month to Date											
Year to Date											

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			
Other:			

