



Associate Monthly Coaching and Review

Associate: _____ Today's Date: _____

REVIEW PERIOD	GP % ACTUAL	SALES \$ GOAL	SALES \$ ACTUAL	SALES \$ VAR LY	% MOS MADE GOAL			
	AVG SALE	UNITS PER TRANS	CREDIT %	APPS TAKEN	T.O. %	REVIEWS SENT	THANK YOU'S	
ASSOCIATE								
STORE								
DIFFERENCE +/-								

CATEGORIES	ASSOCIATE SCORING	MANAGER SCORING	COMMENTS
Hustle			
Teamwork			
Set the Stage			
Grows			
Show Merchandise			
Build Value			
Handle Objections			
Turnover			
Close the Sale			
Confirm and Referrals			

7 Performance Factors

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

